APRIL 29 1974

Commerce Today

Improving Business Links To Eastern Europe

Page 5

FROM THE SECRETARY

A Receptive Pacific Export Market

In February, although our imports of petroleum and petroleum products were 2 percent less than a year ago, the dollar cost of that smaller amount increased 322 percent from $465 million in February 1973, to $1.5 billion in February 1974.

These increased costs of energy, which we estimate will cost the U.S. an estimated $8-12 billion in 1974, clearly indicate that to maintain our current standard of living we must export more than ever before.

Other exporting countries around the world are confronted by the same problem, particularly Japan and the Common Market countries.

Because of very special ties which we have to the nations of the Asian-Pacific area, there is a special export opportunity available to America there.

I recently returned from a two-week trip to Japan, Hong Kong, the Republic of China and the Republic of Korea, to which the U.S. exported $11.5 billion worth of goods in 1973. However, the United States had a net deficit with these countries of $2.4 billion.

The purpose of the trip was to open U.S. Trade Centers in Taipei, Republic of China, and Seoul, Republic of Korea, these being the fourteenth and fifteenth trade centers which we have around the world. In addition, the visit permitted me to have a series of most useful and interesting conversations about trade with government officials and leading businessmen in each of these countries. Those conversations, the reception which the new trade centers received, and the underlying facts confirm that we can sell more U.S. goods here and gain a larger share of their markets than ever before in 1974 if we have the will.

Japan will be pressing hard to expand its own exports because of the high cost of imported energy. At the same time, the Japanese that I spoke with recognize that in their long term interest they must be more receptive to the import of American goods. Both businessmen and officials stated that they wished to avoid the distortions of 1971 and 1972 in trade with the U.S.

Hong Kong is an incredible, bustling marketplace and manufacturing center for labor-intensive goods. The increasing standard of living and the devalued American dollar offer large opportunity for export of consumer goods from the U.S.

An outstanding opportunity

The Republic of China offers an outstanding opportunity in the area for U.S. sales. The economy is continuing its remarkable growth. The Republic of China has met its energy needs effectively both as to quantity and price. Therefore, the present expansion of its economic base involves a major opportunity for U.S. export of capital goods, technological equipment and consumer goods. U.S. agriculture products also will be in high demand. Government officials with whom I met indicated a willingness to reduce tariffs on selected items.

Korea, a strong trading partner, has an energetic, bold and well focused growth pattern for its economy. This offers the opportunity for sale of heavy capital equipment. The government has indicated receptivity to removal of import restrictions wherever possible when sought.

Thus, with trade centers in place in Taipei and Seoul, and receptivity at a good level throughout the Asian-Pacific area, American exporters have an opportunity at hand to help themselves and help the United States in 1974.

John K. Tabor

Commerce Today

Vol. IV, No. 15, April 29, 1974

2 Economic Highlights
GNP falls 5.8 percent, sharpest quarterly drop in 16 years, and inflation hits highest rate since Korean War; improvement expected in housing and autos.

4 Newsmemo

5 Improved Business Links Are Expected As Result Of Talks In Eastern Europe
Secretary Dent led U.S. delegation in visit to Bulgaria, Romania, Soviet Union; discussions were also held with British, Common Market leaders.

8 Textile, Wood Industries Hurdle Materials Shortages Problems
First of a series of articles concerning how 10 major industries will cope with raw materials shortages in this country.

13 Energy Watchdogs Sort Priorities; Seek Long-Term Conservation Plan
A fledgling belt-tightening operation is well under way to assist the nation in coping with what appears to be a long-term energy shortage.

14 Energy Management Digest

15 Domestic Business Report
Worldwide surveys seek business applications for ocean's resources—Minority firms to get technical spinoff from U.S. space program—Industry associations map energy-saving moves for members—World's oil producers to use 27 percent more tubular goods this year—Energy-related patent applications streak through Patent Office.

21 International Commerce Report
Quarterly World Market Report—Washington Official Trade Briefs—Report on overseas exhibitions—Economic reports from Australia, Sri Lanka, Ivory Coast, Morocco, Uruguay—International business publications, world traders' calendar—Licensing, trade, construction opportunities.

U.S. DEPARTMENT OF COMMERCE

FREDERICK B. DENT
Secretary

JOHN K. TABOR
Under Secretary

BASIL R. LITTIN
Special Assistant to the Secretary for Public Affairs

THOMAS A. BELL
Director of Communications

RICHARD BALENTINE
Editor

CLARENCE M. ZENS
Associate Editor, International Commerce

ARTHUR McDERMOTT
Associate Editor, Domestic Business

AMERICO A. W. FAVALE
Graphics Coordinator

Staff Writers: *Douglas F. Carroll, Felix Cotten, Margaret L. Hanson, Wynola Robison.*

Published biweekly by the U.S. Department of Commerce, Washington, D.C.
Annual subscription rate $29.80 ($7.45 additional for foreign mailing, $5.75 additional for domestic air mailing). Single copy $1.15. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent, U.S. Government Printing Office, Washington, D.C. 20402, or to any U.S. Department of Commerce Field Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.
Microfiche copy available at 95 cents per issue from National Technical Information Service, Springfield, Virginia, 22151.
Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, Washington, D.C., 20230.

Contents of this publication are not copyrighted unless indicated, and if not so indicated, the articles may be reproduced in part or in full without any prior consent. The Secretary of Commerce has determined that the publication of this periodical is necessary in the transaction of the public business required by law of this department. Use of funds for printing this periodical has been approved by the Director of the Office of Management and Budget through August 31, 1976.

COVER: *A highlight of Secretary Dent's recent trade trip to Eastern Europe was a stop at the U.S. machine tool exhibition, STANKI-USA-74, in Moscow. Standing right of the Secretary are: U.S. Ambassador to the Soviet Union Walter J. Stoessel, exhibition director Julian Hammond, and U.S. Ambassador to Finland V. John Krehbiel. Story begins on Page 5.*

ECONOMIC
HIGHLIGHTS

Real GNP Drops 5.8 Percent In First Quarter; Inflation Disrupts Investment, Consumption

Economic Highlights is prepared by Dr. Sidney L. Jones, Assistant Secretary of Commerce for Economic Affairs.

Preliminary figures for the real gross national product declined sharply in the first quarter of 1974. These figures, which are adjusted for inflation, show that output dropped at an annual rate of 5.8 percent, the largest decline since the first quarter of 1958. Prices of goods and services increased at an annual rate of 10.8 percent according to the GNP implicit price deflator. The price gain was the largest quarterly increase since the Korean War. Accordingly, the 4.4 percent annual rate of increase reported for the GNP in current dollars was more than accounted for by price changes.

Both the decline in real output and rapid inflation had been anticipated for some time because of the general economic slowdown and the disruptive effects of the energy shortages. The real GNP had increased at an annual rate of 1.6 percent in the fourth quarter of 1973 and the price deflator rose 8.8 percent. Nevertheless, the pattern of economic development raises questions about the outlook, particularly the pace of personal consumption. Both consumers and businessmen seem to be reacting to the unusual inflation pressures by increasing spending but real outlays have been held down by the erosion of purchasing power caused by inflation.

Personal consumption increased $19.4 billion during the first quarter, up 9.7 percent at a seasonally-adjusted annual rate. However, eliminating the inflating effects of price changes indicates that real purchases declined $3.8 billion. The depressed sales of automobiles held down durable goods purchases. Nondurable goods spending was also off because of reduced outlays for gasoline and home heating fuels.

Spending for services was surprisingly flat measured in constant dollars. Analysis suggests that consumers are continuing to spend but the rapid inflation is eroding the volume of real purchases. The savings rate, which measures personal savings as a share of personal disposable income, declined to 6.5 percent in the first quarter from 7.3 percent during the last three months of 1973. If gradual improvement in the current pace of inflation occurs as 1974 progresses, real personal consumption should strengthen.

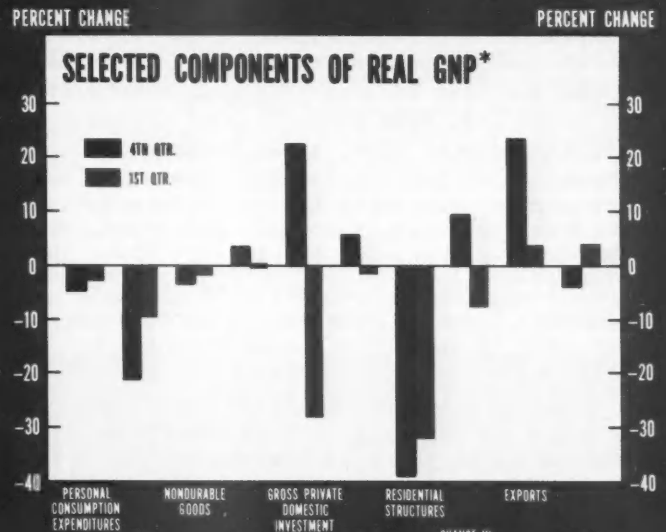
Sharp declines

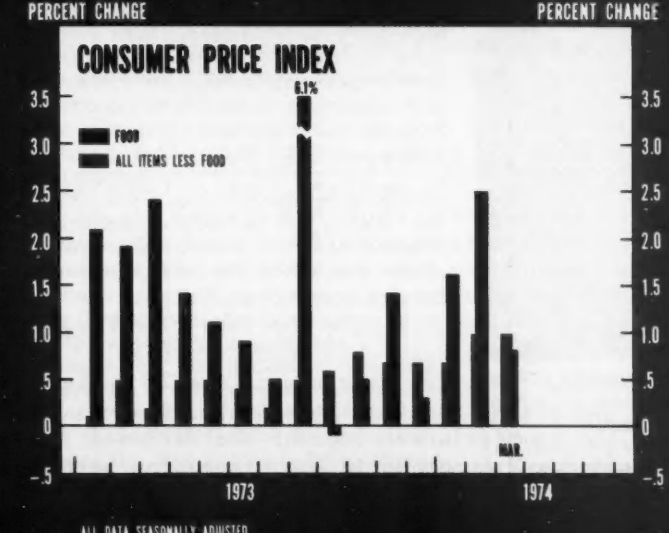
Gross private domestic investment recorded sharp declines measured in both current dollars ($12.1 billion) and constant 1958 dollars ($10.9 billion). Business commitments for producers' durable equipment declined in real terms although inflation kept the dollar outlays at the same level and the rate of inventory accumulation dropped sharply, particularly in the automobile sector which is actually a desirable development because it reflects some progress in stabilizing current sales and reducing the backlog of unsold cars. Business spending for construction needs did increase in both constant and current dollars.

As expected, residential construction spending declined. In constant dollars, nonfarm residential spending declined $2.8 billion to an annual level of $27.3 billion, a drop of 32.3 percent (annual rate) during the first quarter. Estimates of residential construction outlays are phased into the accounts over a period of several months subsequent to recorded housing starts figures so the current GNP estimate reflects the decline in new building activity experienced in late 1973. Housing starts have been stable over the past four months, except for an unexpected jump in February, so it is probable that this sector will not be declining any further by the time the second quarter figures are released.

Government purchases of goods and services reversed the general trend by increasing during the first quarter to a level of $295.9 billion in current dollars following a small increase in the last three months of 1973. In real terms, federal purchases rose 10.6 percent (annual rate) and state and local spending went up 2.7 percent.

The outlook for the rest of the year is more encouraging than the first quarter might suggest. The decline in housing starts has evidently bottomed out and gradual improvement should occur throughout the year unless financial market disruptions become severe. Auto sales also appear to be stabilizing after the difficult adjustment required by the energy difficulties. These two sectors continue to be closely watched for recovery signs but most of the growth during the second half of 1974 will probably come from more pervasive improvements in the various personal, business and government spending categories. Many basic industries continue to operate at, or near, maximum capacity levels and the economy displays many signs of strength and resiliency despite the obvious weaknesses in autos and housing and the distorting effects of inflation on personal consumption and business spending. A key ingredient in strengthening the economy as 1974 progresses involves reducing the current rates of inflation to encourage more real output. Analysis of current business activities suggests that demand remains strong in most sectors, particularly if capacity shortages and supply limitations have not disrupted production plans.





ALL DATA SEASONALLY ADJUSTED

* ANNUAL RATES

1/ BILLION DOLLAR CHANGE IN BUSINESS INVENTORIES

Newsmemo

People who refuse to abide mechanical failure will meet in Washington to discuss the impact of such failure on the economy and environment. What are the implications for government policy or government-business interaction of bridge collapses, plane crashes, or the $15 billion annual loss by corrosion of metals? The May 8-10 symposium at Commerce's National Bureau of Standards will seek answers from specialists from the Army, Navy, NASA, Federal Aviation Administration, Consumer Product Safety Commission, American Society of Mechanical Engineers, and the host bureau.

The steel industry has nearly doubled its planned short-term spending for environmental quality control facilities. A survey by the American Iron and Steel Institute of the firms that make almost all of the domestically-produced steel shows budgeted expenditures of $645 million for air/water pollution control equipment due to go into action in 1974. Last year the total was $336 million. To date the steel companies have put about $2.1 billion into environmental protection. Industry experts estimate the annual cost of operating and maintaining pollution control facilities to be 12 percent of their original installation costs, not including fixed costs such as depreciation, taxes and interest. Such costs are now nearing $200 million a year.

More and more U.S. businessmen taking samples or professional equipment abroad are using the carnet system to cut customs red tape. The U.S. Council of the Int'l Chamber of Commerce, which issues carnets to American travelers, reports a 55 percent increase in their use last year. By using carnets a businessman or technician can make customs arrangements in advance of U.S. departure at a pre-determined cost for all countries to be visited. For a new brochure on carnets, write the Council at 1212 Avenue of the Americas, New York, N.Y., 10036.

Look for increasing references in this and other business publications to "reconciled" U.S.-Canada balance of payments statistics. There is a meaning to these figures that goes far beyond the footnoted treatment they may receive. The achievement of the reconciliation in numbers by the two nations promises important results: 1) sounder conclusions to many sensitive commercial questions because they can now rest on statistics that do not differ; 2) an increase of good will through the removal of an irritant annoying to both sides. Such good will can spill over into other important commercial relationships.

Small businesses, construction firms, and companies in the agribusiness field--can they find good ventures in the world's developing nations? OPIC-the Overseas Private Investment Corporation--believes such opportunities await U.S. businessmen, and particularly in these fields. The story will be told to about 200 persons from the New York area at a symposium at the New York Hilton on May 7. Similar meetings already held this spring in Pittsburgh and San Francisco have elicited lively interest.

If there is something in the air that nourishes invention, then Delaware has the most of it. The U.S. Patent Office issued a total of 78,304 patents last year, and on a per capita basis Delaware led all the states. Its total of 542 amounted to one for every 1,052 residents. California was the origin of the most, 7,603; followed by New York, 5,411; Illinois, 4,419; New Jersey, 4,298; Pennsylvania, 3,807; Ohio, 3,548, and Michigan, 3,091. Residents of foreign countries received 23,344 patents. Germany led with 5,661; others were Japan, 5,157; Britain, 2,931; France, 2,189, and Canada, 1,447.

Women are heading toward command positions in the U.S. merchant fleet. Commerce's Maritime Administration has changed regulations to permit women officer candidates at the Kings Point U.S. Merchant Marine Academy, the first service academy to adopt this policy. So far, 21 have applied. The Kings Point campus already has women trainees, however. Last December six of the 22 members of the class training there to be officers in the commissioned corps of the National Oceanic and Atmospheric Administration were women.

Commerce Today
Vol. IV, No. 15
April 15, 1974

Improved Business Links Are Seen As Result Of Eastern Europe Talks

Improved two-way business communications and expanded market opportunities for U.S. companies in Eastern Europe will result from discussions this month by a team of U.S. officials in Bulgaria, Romania and the Soviet Union.

The officials, led by Secretary of Commerce Frederick B. Dent, took part in a series of activities on behalf of the American exporting community. They:

► Clarified U.S. trade interests in talks with Soviet Secretary General Leonid Brezhnev, Romanian President Nicolae Ceaucescu, Bulgarian Council Chairman Todor Zhivkov, and top economic and foreign trade ministers in each country;

► Inaugurated an exhibition of U.S. machine tools in Moscow, the largest such U.S. show to be held in the Soviet Union;

► Attended the first session of the U.S.-Romanian Economic Commission; and

► Witnessed the signing of the first consular convention between the United States and Bulgaria.

Bulgaria's Chairman Zhivkov noted that his nation's five-year plan (1976-1980) requires import of a large volume of machinery and equipment and that it would be desirable for some of this to come from the U.S. He indicated that capital investment in the new plan would advance to a level of $32 billion from $20 billion in the current plan.

Good sales opportunities were described as existing in energy, chemicals and petrochemicals, machine-building, shipbuilding, electronics, extraction of non-metallic mineral resources, agriculture and livestock breeding, light industry, pollution control and tourism.

The new consular agreement specifically guarantees the right of U.S. consular officials to take measures for the protection of the rights and interests of U.S. nationals in Bulgaria and thus constitutes a valuable step in improving the atmosphere for activity by American businessmen.

There were also discussions of possible negotiation of agreements on cooperation in fields of agriculture, science and technology, and cultural relations in the context of a coming U.S. visit by Deputy Prime Minister Ivan Popov.

In Bucharest the American-Romanian Economic Commission, which was established last December during President Ceausescu's visit to Washington, held its first meeting. The U.S. delegation obtained clarification of Romania's joint venture regulations, and explored opportunities for investment and cooperation projects.

The Romanians announced the creation of a Department of International Cooperation in the Ministry of Foreign Trade, headed by a Deputy Minister, to help foreign joint venture partners experiencing problems in Romania.

Assurances were given by the Romanians that U.S. firms establishing commerical offices will receive treatment equal to that accorded other foreign firms. The Romanian side agreed to designate the Chamber of Commerce as a central body to assist U.S. firms in resolving practical problems that arise and also promised to facilitate contacts by American businessmen with Romanian end-users, as well as aid in the prompt settlement of commercial disputes.

In a joint closing communique, the American delegation "reaffirmed the commitment of the U.S. Government to continue to work for the enactment of legislation which would authorize the President to extend Most-Favored-Nation treatment to Romania." It was also noted that "the U.S. appreciates the high importance which Romania attaches to its request for designation as a beneficiary country in the proposed U.S. generalized systems of tariff preferences."

The joint communique also said, "Noting the seven-fold expansion of trade between 1969 and 1973, the Commission agreed that a bilateral trade level of $1 billion would be a realistic and desirable goal for 1980."

Secretary Dent said the United States has tried to give Romania what he called "special consideration" in economic relations, and "special treatment" concerning credits from the U.S. Export-Import Banks.

CONSULTATION IN MOSCOW—*Meeting for trade discussions were (left to right) USSR General Secretary Leonid Brezhnev, First Deputy Foreign Trade Minister M. R. Kuz'min, and A. M. Alexandrov, Assistant to the General Secretary, and across the table (right to left) Secretary of Commerce Dent, U.S. Ambassador Walter Stoessel, Under Secretary of the Treasury Jack F. Bennett, and Lewis W. Bowden, Acting Director of Commerce Department's Bureau of East-West Trade.*

There are now 16 U.S. corporations or subsidiaries registered in Romania.

In talks in the Soviet Union, Secretary Dent and the U.S. party covered a wide range of issues, including the status of U.S. trade legislation, long-term economic cooperation, trade financing, export administration legislation, specific pending projects, the next session of the U.S.-USSR Joint Commercial Commission, the U.S. machine tool exhibition, and the problems of marine cargo insurance.

Secretary Dent is urging a far-reaching U.S. trade program with Eastern Europe so as not to forfeit important opportunities to other nations. He stated on returning to the U.S.:

"For the U.S., increased trade means new sales opportunities for individual U.S. business firms; increased domestic employment; a substantial positive contribution to the U.S. trade account; and sources for U.S. imports, including critically important raw materials. For the Soviet Union and the countries of Eastern Europe, it means better machinery and equipment and more advanced technology with which they can increase and improve their industrial production and raise their standard of living.

"I found a clearly-manifested desire in the USSR, Bulgaria, and Romania to purchase U.S. products. But this desire to purchase is balanced by a desire to sell. Commercial relations must be normalized so that we are in a position to negotiate with them in good faith the modification of certain of their practices that discourage U.S. companies and the granting of MFN so that their products have a reasonable chance to be sold in the United States and earn foreign exchange. We must also be able to provide government financing for our exports to the socialist nations equivalent to that made available by the countries with which we compete.

"There is little doubt in my mind that the officials of these countries see expanded and improved trade and economic relations as a barometer of the status of our overall relations. If we cannot deliver on our promises in the trade and economic field it will inlicate to them an absence of real national sentiment to improve our political relations."

Touring the Kama River truck complex, the U.S. officials saw that the seven plants making up the installation are in various stages of completion. A city for 250,000 people is included in the project. The total ground area to be covered by the complex is almost 2,000 acres. The U.S. group saw the foundry that the Swindell-Dressler Company of Pittsburgh, has designed and is helping to construct and toured the instrumentation and tooling plant, the first part of the complex to be put into operation. The latter plant contains among others many machine tools made by a number of U.S. companies.

The other five plants making up the complex are an engine plant, forging plant, stamping plant, assembly plant and a thermal power plant. Soviet officials said that they expect the first truck to roll off the production line late in 1975.

Construction progress was observed at the U.S. Embassy's Expanded Commercial Office, which has a U.S. products exhibit area, as well as service facilities for visiting businessmen. The office is now in the final stages of remodeling.

In London Secretary Dent assured the new Labor Government of continued U.S. support for multilateral trade negotiations.

Secretary Dent stopped in Brussels to discuss with Common Market officials current economic issues of concern to the U.S. and the EEC. He met with Commissioner for Industry Policy Altiero Spinelli. In addition, the Secretary met with Belgian officials to discuss a number of bilateral issues.

U.S. EXHIBITION IN MOSCOW—*"STANKI-USA-74," in which 83 U.S. firms showed machine tools, drew 300,000 persons in nine days.*

U.S. Machine Tools: Impact In Moscow

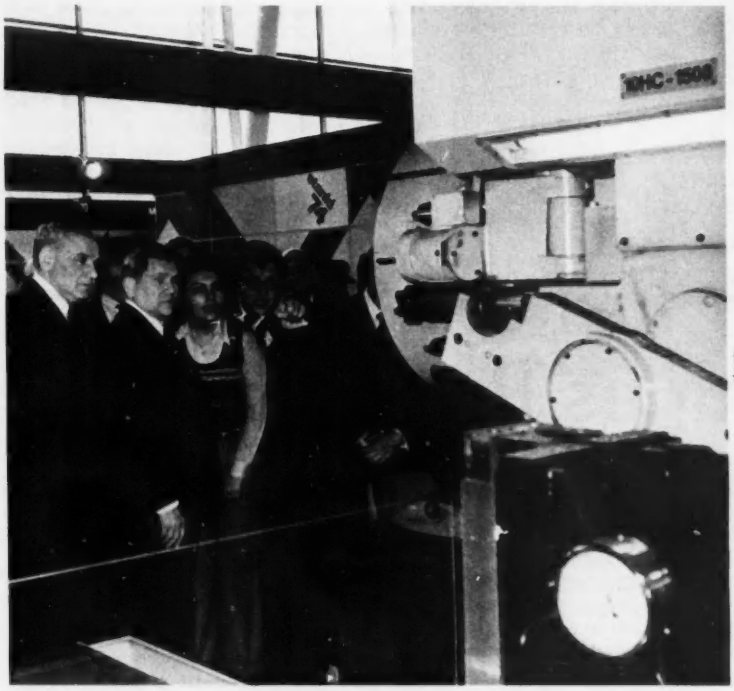
Nearly 300,000 Soviet foreign trade officials, machine tool specialists and end users visited the "STANKI-USA-74" machine tool exhibition in Moscow this month.

The 83 participating U.S. firms sold nearly $5 million worth of equipment off the floor. This figure represented only a part of actual sales, since company exhibitors are continuing to negotiate actively with Soviet buyers. A survey of the participating firms estimated follow-on business in the next year in the $85-90 million range.

Soviet buyers approached the exhibitors for sales negotiations unusually early. A number of firms reported agreement in the first week, and most were in negotiation by early in the second week. Also, participants, including those firms already in the Soviet market, said that the volume of visitors, their interest, and their technical competence far exceeded any they had previously seen.

Soviet Ministers from the All-Union Council of Ministers, the Industrial Ministries, and all of the Soviet Republic Ministeries were among the visitors, and groups of buyers came from other Eastern European countries. U.S. firms commented on the good working relations which they had developed with the Soviet buying organizations, especially STANKOIMPORT and AVTOPROMIMPORT. Many exhibitors also had the opportunity to meet potential end-users.

The Commerce Department and the National Machine Tool Builders Association, which represents most of the major U.S. machine tool firms, worked together on the show. NMTBA organized a series of highly successful technical seminars held during the exhibition, and association officers were present throughout the showing. James Gray, Executive Vice President of NMTBA, said his association was "delighted to be working with Commerce in this endeavor, and is looking forward to doing so again," and called the exhibition the "catalyst which helped American machine tool builders cement the business relationships begun during trade missions which went to the Soviet Union in 1971."



ACTION IN MACHINE TOOL SHOW—*Soviet officials at* STANKI-USA-74 *included (left to right above and in photo at right) S. A. Dvorkin, who led the special Soviet buying unit set up for the show, and Deputy Foreign Trade Minister N. N. Smelyakov. Photo at top right has Minister Smelyakov examining device, and two officials of the* STANKOIMPORT *trade organization, G. G. Ignatiev and I. M. Maslov, flanking an interpreter. Below are Soviet technicians and officials visiting other U.S. displays.*

Textile, Wood Industries Hurdle Materials Shortages Problems

There's no point "in torturing ourselves with worries over shortages in textile fibers because, quite frankly, I don't see any great shortages in 1974 on an international basis," Seth Bodner, Deputy Assistant Secretary of Commerce for Resources and Trade Asistance said recently.

Bodner told a National Materials Shortages Briefing in Chicago earlier this month that "from the best data we have, we don't see any repeat of the tight supply situation of last year."

Any shortages the textile and apparel area face in the very near future will be spot shortages which should be resolved quickly, he predicted.

Because of the keen interest of every segment of the nation's business community in raw materials supplies, Commerce Today will cover this subject in a series of articles. The first deals with textiles, trees and forest products and paper and allied products. Other articles will deal with organic and inorganic chemicals, ferrous and nonferrous metals, plastics, cement and rubber.

Last year was an unusual year, Bodner noted, and the "happenings" of 1973 will have an impact on 1974.

"But," he added, "from what I know of the people in the textile industry, I don't see any insurmountable supply problems in the months ahead and the industry might be able to hurdle quite a few opportunities as well."

The textile industry was among 10 major industries covered in the Chicago conference on "How To Cope With Raw Materials Shortages." More than 550 industry leaders and commodities market specialists heard experts in the 10 areas discuss recent raw materials shortages and supply dislocations and make long-term projections on what to expect and how to cope with it. The Illinois State Chamber of Commerce sponsored the briefing in cooperation with the U.S. Departments of Commerce and Interior.

Bodner noted that an unusual aspect of 1973—for the textile industry—was that total world production and consumption of textile fibers were at record levels. World production of cotton, wool and man-made fibers reached 56.5 billion pounds. Other extraordinary '73 developments were:

- The U.S., Canada, Japan and the European Community had culminations of two and three-year increases in industrial production.
- The oil embargo caused dislocations, resulting from short supplies of petroleum and petroleum products.
- Climate conditions, mainly floods, reduced the anticipated cotton production.
- Price controls and inflation caused changes in market competition.
- International monetary changes resulted in different market price relationships, making U.S. goods more competitive in world markets. They also had a negative effect on supply of U.S. raw materials.
- U.S. imports of textile products declined.

How much effect will these events have on the future?

"The uncertainty and mixed trends make it difficult to predict accurately," Bodner explained, but developments that seem most likely are:

- ► World price inflation will continue.
- ► Use and conservation of energy will remain a vital component of all decisions affecting production and consumption.
- ► There will be some labor shortages.
- ► Potential consumer resistance to price increases may well reduce consumption and demand for textile products.

The Commerce Department official anticipates for 1974 a further 2.5 billion pound increase over last year's production of cotton, wool and man-made fibers.

Also anticipated is an increase in noncellulosic man-made fiber production in 1974 of 1.5 billion pounds to a total of 18 billion pounds. He said this increase will occur despite shortages of petrochemical feedstocks in early 1974.

"Raw cotton production is expected to increase by more than a billion pounds in 1974 to a record 30 billion pounds," Bodner continued, "The higher price prevailing for cotton will induce additional plantings."

Cellulosic man-made fiber production will remain relatively stable in 1974 and wool production will be moderately down, he added further.

On a world basis, man-made fibers now account for 44 percent of world fiber production compared with 37 percent five years ago. In the U.S. domestic market, it is anticipated that consumption of man-made fibers will total 8.5 billion pounds in 1974, compared with 7.8 billion pounds in 1973.

"Supplies of textile and apparel products as distinguished from raw fiber also appear to be in a good position for the coming year although, of course, there may be some temporary spot shortages in particular lines," Bodner projected.

He noted that the worldwide situation last year was tight and "we saw the effect of the general economic expansion in all industrialized countries, but we did retain a very substantial and steady flow of imports into the U.S. market.

Trade expansion

"There are so many producers and so many countries anxious to expand their textile trade that the availability of surplus supply of textile goods does not seem to pose a problem."

Textile people overseas, Bodner noted further, see a considerable slowdown in economic activities in areas other than the U.S. As foreign demand falls, the supplies that looked so tight last year will look larger this year.

The textile agreements program had a number of countries which did not fill their bilateral ceilings, he said. This year they may be pressed to do so by governments anxious to meet higher petroleum costs with increased exports.

Noting that other countries showed an obvious ability to develop substantial new trade, Bodner asserted, "we anticipate that the domestic industry in the U.S. can certainly fill demand. We can also see that if any problems in that regard were to occur

they would be solved very quickly by supplies from overseas. In terms of textile supplies we will more likely face problems caused by excessive amounts of low cost imports during the latter part of 1974."

Overall, he concluded, as economies cool off, reduced demand will alleviate any short-run tight supplies that might occur. Foreign suppliers of textile products will still be there, but look for supply patterns to change as new low-cost suppliers such as Mainland China occupy stronger positions in the market.

Foreign supply will remain strong—if partially disjointed by price relationships—and available, he said. However, last year's decline of textile imports to the U.S. market shows the risks of undue dependence on foreign suppliers for critical industrial raw materials and important consumer items.

William W. Crawford, vice president and general counsel of International Harvester Co., Chicago, was chairman of the textiles panel which included Bodner, H. W. Close, board chairman of Spring Mills in Fort Mill, S.C., and Stanley Nehmer, director of economic consulting services for Wolf and Co., Chicago.

Nehmer offered a "case study of why Phase IV has been a major contributor to the tight supply situation in textiles." The study also contained a portrait of an industry which is vast, highly competitive and includes complex product lines, seasonal variations and fashion aspects.

The textile industry consists of more than 5,000 firms operating some 7,000 plants in 47 states, Nehmer noted. Its labor force in excess of one million—together with the labor force of related synthetic fiber and apparel industries—comprises the largest employer of labor in manufacturing in this country.

The textile industry's sales in 1973 exceeded $30 billion, placing it among the leading manufacturing industries of the country.

"The industry is highly competitive," Nehmer continued. 'The largest firm of the industry accounts for only 7 to 8 percent of total industry sales. There are only 14 textile firms among Fortune magazine's list of the 500 largest firms in the U.S. There may be two or three other firms—not publicly owned—which might otherwise be on the list of the 500 largest firms."

Lumber and wood

The lumber and wood industry, which experienced some supply and demand dislocation problem last year, was seen as having reached "equilibrium" for the remaining months of 1974 and the Chicago briefing panelists directed much of their discussions to the longer term outlook for wood, an outlook which demands better management of forest resources.

"We have had periodic shortages of wood products in the past," said James E. McElroy, manager of Commerce's forest products program, "the present supply and demand situation and the immediate future appear to be in equilibrium.

CONFERENCE PARTICIPANTS—*Chicago's National Materials Shortages Briefing included participants (from left) Lester W. Brann, Jr., president, Illinois State Chamber of Commerce, sponsors of the briefing; the Rev. William T. Hogan, director of the Industrial Economics Research Institute, Fordham University, Bronx, N.Y.; and Gerald M. Marks, Chicago Regional Director, U.S. Department of Commerce.*

"We can anticipate higher prices and shortages in the long term unless we invest more in forest management, especially public and non-industrial private lands."

Softwood products such as lumber and plywood are an important component of the construction industry and particularly important to residential construction. Hardwood products are primarily consumed by the furniture, hardwood flooring, industrial and material handling industries.

Some dislocations

McElroy said there may continue to be some dislocation for specific products such as railroad crossties which are very much in demand as the Federal Railroad Administration begins enforcing the "track safety standards" implemented in 1973. In addition, periodic problems and dislocations may occur as a result of transportation problems, labor disputes, weather and unusually bad fire seasons.

"In the longer term," McElroy asserted, "that is, in the several decades required for the U.S. to implement an intensive forest management program on commercial forest lands and to collect the benefits of expanded output of this program, we are likely to have periodic wood shortages.

"These shortages will vary in intensity by type of product, location, and duration of peaks in the housing cycle."

Historically, the U.S. did little to increase the productivity of the timber lands, McElroy pointed out. Now wood is needed more quickly than nature provides.

Land for timber production is declining as wood requirements increase, placing the need on increasing the output per acre of all commercial forest lands.

The U.S. Forest Service's report "The Outlook for Timber in the United States," projects increasing demand for softwood timber with little increase in softwood timber supplies, assuming forest management, investments in reforestation and other forestry practices continue in the 1960s fashion, McElroy noted. The Forest Service's conclusion is that with the continued recent levels of forest management, large increases in relative prices of softwood products will be necessary for supply and demand to be in equilibrium.

For hardwoods, the Forest Service feels the situation is more promising, although it points out that the outlook for sawtimber of larger-size, preferred species is similar to that for softwood. Therefore, the Forest Service concluded that the imbalance between supply and demand means that the U.S. must depend to an increasing degree on imports of timber products and on substitute materials as well as increasing costs to consumers of wood products.

On bright side

"The bright side is that timber output can be increased," McElroy stated, reporting that the President's Panel on Timber and the Environment said that, in its considered judgment, growth on all forests of the nation might well be doubled by a reasonable increase in management input.

Commercial forest ownership is classified

MECHANICAL HELP—*Using machines to revolutionize logging and forestry includes this device, a hydraulic shear that can snip trees up to 18 inches in diameter like corn stalks. Weyerhaeuser uses it to thin the forest. Thinning gives timber elbow room to grow, and provides a partial harvest of the trees.*

GOOD TREE PLANTER—*A good tree planter like this young man planting Douglas fir seedlings on a Weyerhaeuser tree farm can plant 700 to 1,000 trees daily. Planting at a rate of more than 100 million trees a year Weyerhaeuser operates on a five-month-planting season on its forest lands in the South and West.*

as either national forests, other public, forest industry, and other private.

"All of these ownership classes can be improved to increase timber productivity," McElroy noted, "Forest industry lands, which are better than average quality for timber production, and generally well-managed, have the least potential for expanded output.

"The National Forests and other public lands show great potential for increased output. Over half the total U.S. softwood sawtimber inventory stands on the national forests and in general these lands are overstocked with mature and overmature timber."

However, he added, there are constraints to be overcome—environmental and financial.

"Many government and forestry industry representatives believe that expanded timber output from public lands can be accomplished without unacceptable environmental degradation and can be done with acceptable cost benefit ratios.

Non-industrial woodlands

"The non-industrial private woodlands provide the greatest potential as well as challenge in terms of forest management objectives to increase productivity and output," McElroy said. "These lands are poorly stocked and their growth and harvest could be greatly expanded."

Problems to overcome are economical management of small tracts, motivation of land owners, and technical difficulties of forest management on small tracts.

In addition to growing more trees, McElroy stressed, "we can increase the volume of goods from wood by better utilizing our timber supplies. Our goals should be the complete utilization of the entire tree. We have the knowledge and technology to increase the utilization of our forest resources but large investments are needed to accomplish better utilization.

Investment in forests

"Investment in forest management is also needed to increase the growth and output from our forest lands. However, unless we make these investments today, shortages and higher prices will be common in the long-term."

Joseph J. Fitzgerald, director of corporate relations for Edward Hines Lumber Co., Chicago, was chairman of the lumber and wood panel. Another panelist, Ralph D. Hodges, executive vice president of the National Forest Products Association, called on all industry to develop action programs that would avert shortages of materials.

Hodges noted that the federal government and others have been gathering data for many years on U.S. timber resources and what must be done to conserve, extend and increase the supply, "but, unfortunately, in all too many instances, no action is taken.

"The bell is now tolling for all of us in business and industry," he asserted, adding that "the problem of shortages of materials has caught up with us. And it will stay with us—and worsen—unless we do some wise planning for the future and insist upon action to achieve ends which will serve the public's legitimate interest in sustaining our standard of living.

"In the past six years, we have suffered the cost of ignoring the warnings of an impending wood crisis," Hodges warned, "Time is running out. An upswing is certainly coming in home building. When it does, whether later this year, or early next year, demand for lumber and wood products will soar once again. We must prepare for it and the increasing demand for wood in the 21st century."

Hodges said that, as a nation, the U.S. must plant and grow a quantity of trees related to what it expects to harvest.

Good husbandry

"Good husbandry requires that we use our superior timber-growing lands wisely to assure our timber supply, as well as for all the other forest benefits," he said. "This means that unstocked forest lands must be planted. It means improvements must be applied to existing stands to accelerate growth. And it means over-age timber that is not growing must be harvested and the lands promptly regenerated with new trees."

He said the problem would never be

solved without major increases in federal invetment in timber-growing.

If timber-growing plans are applied and financed, Hodges concluded, there need be no shortage of wood in the half-century ahead. He said that although wood has the advantage of being a renewable resource, other industries similarly could develop plans and action programs to overcome problems of materials shortages.

Paper, allied products

The paper and allied products industry runs the gamut from newsprint to food packaging, linerboard and paperboard to the graphic arts industry's supplies. The diversified users share one common bond, a reliance on pulpwood which is the principal ingredient of all paper products.

"Paper shortages mean lost business in the graphic arts, and lost opportunity to users to fulfill their needs," Gaylord Donnelley, board chairman of R. R. Donnelley & Sons, Co., Chicago, told the delegates at one panel session of the National Materials Shortages Briefing.

Noting the difficulties of 1973 and the rising costs of 1974, Donnelley outlined what the graphic arts industry and users of printing can do about paper shortages in the future.

"We can all keep informed and plan ahead in a way not considered necessary before," Donnelley said.

For the short term, he explained, forecasts and advance orders will help insure having supplies on hand when needed. This enables mills to optimize running and reduce the cost of inventories and storage for everyone.

Donnelley added that for the long term there is a need for better coordination among users of printing, the printing industry, press manufacturers, and paper mills so that expansion can be most effective and productive.

"We must begin to take standardization more seriously than ever," he warned.

"Papermakers, printers, and some—but not enough, publishers, realize that we have been indulging in the luxury of too many varieties," Donnelley continued. "These cause expensive changes on paper machines, presses, in inks, and even in preliminary operations for factors that must be introduced to provide for slight changes in paper color and other characteristics which really don't contribute appreciably to the final result.

"We must confess to a lack of discipline in the past, but now culling has already started. Let's hope there will be some imaginative and creative cooperation among publisher, printers, and paper makers to eliminate unproductive costs by working towards realistic and practical industry standards."

Short term, Donnelley explained, this could result in increased availability and certainly less cost. He said paper users have learned to use substitutes, and will continue to be forced to by a combination of unavailability and high cost.

"Most people in the graphic arts industry realize the necessity of making more long term commitments but such commitments will have to provide for some flexibility and competitive pricing because of the nature of our business," Donnelley emphasized.

He urged strenuous efforts to eliminate all possible waste, spoilage and damage, as well as overruns.

"These used to be just a money cost but now in addition we lose business opportunities which could arise from saved paper," he noted. "It behooves everyone to control the use of printing as to quantities, number of pages, even though this sounds like heresy coming from a printer. There has been some effort to mount a general paper conservation campaign. With the shortage of pulp now being experienced, anything will help the situation."

Donnelley also discussed what the graphic arts industry feels the paper industry can and should do.

"Primarily, increase production in every way possible by continued increased productivity and by adding facilities in accordance with carefully coordinated planning with users.

"In doing this it should be recognized that in the future we will have some very good years and others that are not so good, but that long term growth is a safe assumption."

Donnelley expressed the hope that the paper industry "would be responsible in pricing policies." He detected a renewed interest of the two industries in working together and expressed confidence that both can fulfill the obligations well.

Theodore E. Desch, chairman and chief executive officer of Rock Island and Pacific Railroad Co., was chairman of the paper and allied products panel. In addition to Donnelley, panel members were Edwin A. Locke, Jr., president, American Paper Institute, New York, and C. Richard Stanley, director, food packaging, American Can Co., Greenwich, Conn.

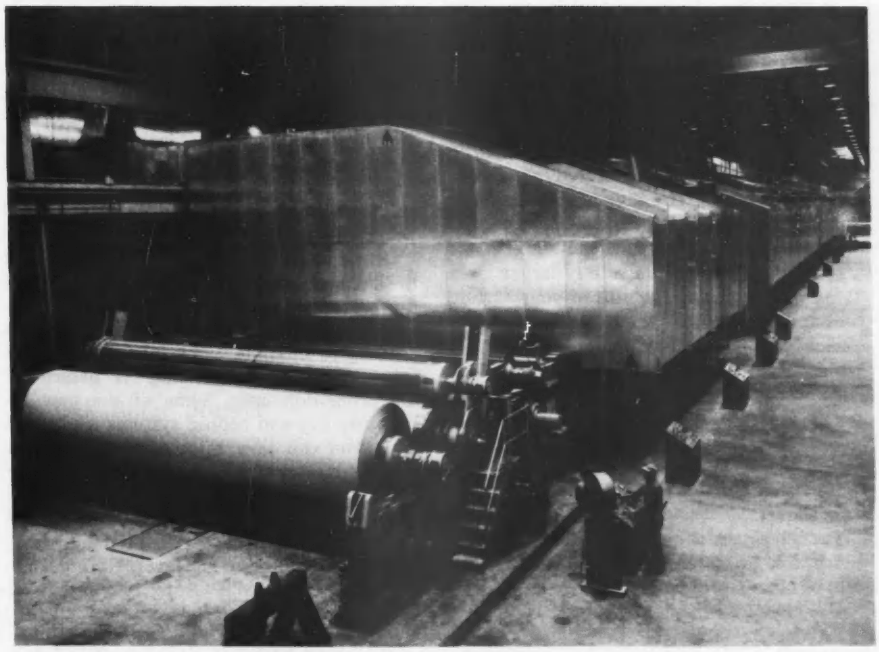
From a passive position of "tell me what else is going to happen to me?" to a "what can I do about it?" Stanley, director, food packaging, American Can Co., presented paper and allied products delegates "an action plan to help you cope with what is going to be a very serious problem for everyone who uses paperboard products."

Stanley, reviewing the paper and paperboard industry's overcapacity problem, noted that the industry is a very competitive, highly capital intensive business with a break-even point way up on the operating rate scale.

"You have to run pretty full to make a return on your investment," he said.

During the decade of the '60s expansion was the name of the game. Production of all grades of paper and paperboard rose by 4.8 percent annually in 10 years between 1962 and 1974, while the Gross National Product rose by only 4.1 percent annually.

Per capita consumption of all grades of paper and paperboard also rose . . . from 453 pounds in 1962 to 614 pounds per per-



LINERBOARD—*Paper and allied products were covered in the National Materials Shortages Briefing. This mammoth 30-foot wide roll of linerboard comes off the world's largest papermaking machine at International Paper Company's new Vicksburg Mill. The rolls may range up to nine feet in diameter and weigh several tons.*

son in 1972. Capacity expansion, featuring large machines with huge output and optimum efficiency soon outstripped demand, and a buyers market was created. Market prices stabilied. Cost increases could not be passed on and profits declined.

Then the market upsurge. No new capacity as yet announced in the paperboard area and more capacity is being withdrawn from production, Stanley said. One element is that the cost of conforming to the Federal Water Pollution Control Act amendments of such magnitude "to give pause to even the most optimistic and aggressive executive."

When the paper and paperboard industry began to get into capacity problems it began to eliminate specifications that were relatively similar and thereby simplified its production scheduling," Stanley stated.

He suggested places to begin to look for economies and for cost savings:

● Reduce caliper—Many carton specifications call for a safety factor of two calipers of board over what is really required to carry a product to market. Now is the time to tighten up.

● Broaden specification tolerances—Many tolerances are set too narrowly and many times this costs a premium for the supplier as he may have to order a special grade just for your use. Liberalization of certain tolerances may mean money in the bank.

● Consolidate carton sizes—The variety of sizes could possibly be reduced to a few universal sizes. The new "slack fill" regulations make some of these difficult in food packaging but packagers should take a look for savings anyway.

● Evaluate alternate boards—In these days of market price fluctuations, a firm's "Plan B" option for each carton board specification should be ready. Under certain conditions it may be necessary to exercise that option.

● Reduce board brightness—Many cylinder grades have been offered at several brightness levels. The higher the brightness reading, the higher the cost.

● Increase units per carton—There is a strong trend for people to buy larger sizes. Consider increasing the size of your cartons and units inside, and you may find that your carton cost per unit will drop. It's worth a look.

"You can look to your own carton design for savings," Stanley told the delegates.

Savings listed

He listed some savings to give any packager a start:

Reduce colors or use the white of the carton board. Redesign the carton with the intent of using fewer colors.

Use gloss inks instead of varnish.

Strive for identical ink combinations. Utilizing the same ink improves dramatically the chances of combination running on the same caliper of board.

Drop overall background colors.

Preplan design changes.

Drop window and use pictorial. Paperboard isn't the only thing that is in short supply. Window films are really going up in price as well. Consider a representation or pictorial instead of a window.

Reduce carton head space. This is a tricky one, and Stanley advises checking with a lot of people before attempting to reduce the head space in a carton. But if it can be done, it is like found money and may provide a better packaged product.

Explore economy end flaps.

Go from tuck to sealed ends. Tuck closures are great, and they are effective but they also add to the cost of a carton. The carton construction designers have developed so many good sealed end closures that a packager can choose from a variety of flip top or zipper top cartons with reclosures that are lower in cost than tuck flaps. And better in protection and performance too.

Move from top load to end load carton. If it is possible to end load a particular product—which sometimes it is not—a packager can save a bundle with end loading cartons. Sometimes the firm can even afford a unitizing unit to allow the insert of all products at one time and still come out.

Monitor others for cost saving ideas.

Automation

The area of "automation and spoilage reduction and control" is where there are some real dollars to be saved, Stanley said. He advised:

"Review all automation opportunities.

"Seek increased line speed.

"Establish spoilage goals. Focusing on spoilage has really paid off for my company. Once you look at it, you may find that your spoilage is caused by going too far in cost reducing economies and you are paying it all back in increased spoilage. You may find that high speed cameras are required to determine what is happening in a packaging line that needs fixing. In any case, it will surely pay to bear down on spoilage when packaging continues to climb in cost."

Other suggestions offered by Stanley in the area of automation and spoilage reduction were:

● Imprint special copy in-line—there is nothing so obsolete as cartons with special copy whose expiration date is passed or the promotion over. Some of the new in-line printing and coding systems are really great and can save a lot of obsolete stock and the agony of throwing away expensive cartons that can't be used.

● Overprint when all else fails—many times cartons can be overprinted by blacking out the old copy and overprinting new. It is not cheap, but at today's prices, it should be considered as an option.

● Purchase flat blanks, glue in line—many machine companies offer equipment to form flat blanks into cartons right in the production line. Gluing is an expensive operation, and glued cartons take more room to store so this could be a double saving.

● Examine high spoilage cartons for cause and effect. Stanley said his firm has discovered that certain carton styles tend to be highly spoilage prone. Low height cartons are particularly troublesome, and sometimes heat sealing rather than gluing is a better answer.

● Study line layouts for improved efficiency.

● Salvage all waste separately—waste is never as good as production, but it has never been as valuable as it is today. Consult a waste dealer to determine how to separate waste for maximum value.

● Evaluate shrink or stretch wrap. Stanley reported that his firm is now beginning to utilize shrink and stretch wrapped bundles of cartons for shipment to its customers. Perhaps others can use the same approach.

"We utilize a lot of min-max agreements to insure delivery on high volume stable items," Stanley concluded. "When the inventory drops to a certain level, we automatically place an order on the plant for a run that will, when completed, not exceed the maximum allowable inventory position on the item. The customer always gets the maximum run size price, and we can fit it into our production schedule when it is best for smoothing out our production cycle."

He also observed that in these uncertain times it will pay to have a larger cushion on carton inventory.

"Take in larger shipments," he advised. "Small shipments are a real chore. They require all the paper work of a large shipment for both parties. They have a habit of getting misplaced along the way and are exposed to more potential damage than large shipments."

He urged the delegates to fight to eliminate emergency shipments.

He also suggested that key suppliers be visited and cost reduction concepts discussed with them.

"Many times frank and open discussions on cost reduction will bring you results that you never dreamed were possible," he said.

Finally, he said, evaluate suppliers on a formal basis of performance.

Sponsoring groups

Groups cooperating in the sponsorship of the briefing were The Aluminum Association, American Textile Manufacturers Institute, Inc., Concrete Reinforcing Steel Institute, Industrial Economics Research Institute of Fordham University, Lumber Trade Association of Greater Chicago, Malaysian Rubber Bureau, National Forest Products Association, American Paper Institute, Portland Cement Association, Purchasing Management Association of Chicago, National Association of Purchasing Management, Small Business Administration, The Society of the Plastics Industry, Inc., and the Steel Service Center Institute.

Energy Watchdogs Sort Priorities, Seek Long-Term Conservation Plan

The energy shortage always boils down to "who gets what?" In the Federal Energy Office, the buck concerning this crucial question always stops at the Office of Energy Conservation.

Future energy research breakthroughs notwithstanding, OEC staffers must contend with the realities of the present—that is, figure out how the country can get along with less than its normal quota of energy. And they must do it at a time when many are assuming the energy crunch is over.

To head up this belt-tightening operation, the government chose Dr. John H. Gibbons, a physicist-administrator with considerable background in environmental science. Dr. Gibbons came to Washington last September from the University of Tennessee, where he was Director of the University's Environmental Center. Before that, he put in 18 years at Oak Ridge National Laboratory in Tennessee, most recently as director of that institution's interdisciplinary environmental program.

Dr. Gibbons

"Both environmental and energy problems stem from careless use of resources," Dr. Gibbons says. "In the short run, the environment may well suffer as a result of our present energy situation—as we turn to burning more coal to offset oil shortages, for example. The worsened air quality should be avoided by the end of the decade through emission controls, and the ravages of coal mining can be minimized through enlightened practices. Eventually, conservation research spurred by the energy crisis—on recycling, more efficient technologies and products, better insulated buildings, and mass transportation coupled with expanded use of solar and geothermal energy, to give a few examples—will prove as beneficial to the environment as to energy consumers."

As for his own agency, and its goal of drastically reducing energy consumption in the United States, Dr. Gibbons is likewise optimistic. "Response to last winter's crisis was nothing less than inspiration. Even the weather cooperated. But it was the collective effort of millions of individuals that largely defused the problem. This spirit, I feel sure, can be transmuted into a sensible, long-term conservation policy."

The Office of Energy Conservation consists of three divisions: Research, Development and Demonstration; Voluntary and Mandatory Programs; and Policy Evaluation and Implementation. RD&D is the technical arm. Its researchers look for energy-conserving improvements in appliances, building designs, industrial processes, and transportation systems. V&MP carries out the public information and education functions of the agency, assists state and local governments with their energy conservation programs, and coordinates the mandatory conservation programs within the Federal Government itself. PE&I is responsible for developing broad strategies and for evaluating energy conservation problems.

Dr. Gibbons brings a variety of talents to OEC. He earned a PhD in physics from Duke University in 1954. Shortly after, he began his career as a research physicist at Oak Ridge. He gained a reputation as a gifted and perceptive researcher, leading a series of experiments that now form the basis for understanding how the elements of the solar system were created in stars. He also measured fundamental nuclear properties important to nuclear reactor design.

On Oak Ridge project

In 1969, Dr. Gibbons put aside basic research work to become Director of the Environmental Quality Study Project at Oak Ridge. In this capacity, he directed studies on the impact of nuclear and coal-burning power plants on the environment. A year later, Dr. Gibbons was put in charge of the Environmental Program sponsored jointly by Oak Ridge and the National Science Foundation. Publications from that program include some of the earliest and most widely cited commentary on the impact of energy use on environment.

As for the future of energy conservation, Dr. Gibbons sees some changes from the first somewhat haphazard efforts. Saving have taken place in the home, on the highway and in business. Now business and industry will be expected to play an even bigger part.

Early this year, a letter co-signed by Commerce Secretary Frederick B. Dent and Federal Energy Office Administrator William E. Simon was sent to 43,000 business leaders throughout the country. The letter sought voluntary compliance with Federal standards on office lighting and heating, and urged increased carpooling through preferential assignment of parking space.

Many businesses have already adopted most or all of the standards recommended by the Federal Government, and many have added innovations of their own. In industry, furnace modifications, waste heat reclamation, and other conservation measures have been adopted or are in the planning stage at many plants.

If everyone—business, industry, consumers, the government—embrace energy conservation, how much can we save?

"Estimates on energy waste run from 25 to 40 percent of total consumption," Dr. Gibbons says. "Whatever the exact figure, the potential for saving is obviously enormous. This country will not be able to achieve self-sufficiency in energy supply without a determined, imaginative energy conservation effort. We got off to a good start during the crisis. I am betting that Americans will not want to go back to their wasteful habits now."

Dr. Gibbons admits, however, that his fledgling operation is in a critical phase. With the passing of the Arab oil embargo, citizens are less inclined than before to take energy conservation seriously. The Winter of '73-'74 passed with less fuel scarcity than had originally been expected. The vexing lines at filling stations have all but disappeared. Potentially, nevertheless, the problem remains as serious as ever. If Americans do stray from the pathways of thrifty energy "Jack" Gibbons and his staff at OEC stand ready to call them back on course. Loud and clear.

Energy Management Digest

TIRE MANUFACTURER SAVES...The Armstrong Rubber Co. manufactures 70,000 tires a day. Its energy management program is saving 88,000 barrels of oil per year and its production processes have been modified to enable savings of 650,000 gallons a year of petroleum-based solvent. Studies have indicated that a water-based substitute for a solvent-based compound in one of the firm's processes will save nearly 1,000,000 additional gallons of solvent.

IN THE MARKETPLACE..."Buy products made of recycled materials whenever they are available," the Federal Energy Office advises. "More energy is used in production of products from virgin materials than from recycled or reclaimed materials. For example, producing steel from scrap requires one-fourth less energy than using virgin ores. To make a product from recycled aluminum requires about one-twentieth of the energy needed for the same product made from ore."

ENERGY PRIORITIES AT SBA...Small businesses adversely affected by energy and materials shortages will receive priority attention in a new Small Business Administration procedure for determining eligibility of loan applicants. Many firms whose receipts for the preceding fiscal year exceeded the applicable size standard, suffered losses due to energy and materials shortages. Under a new rule, if a firm has completed three months of its current fiscal year and because of shortages shows receipts of at least 25 percent lower than its receipts for the corresponding month of the preceding year, SBA will reduce the preceding year's fiscal receipts by the same percentage in determining the firm's size eligibility. A comparable rule is used in computing a firm's average number of employees, which is the criterion used in measuring the size status of a manufacturing concern.

TIPS FOR ENERGY SAVERS...Energy-wise automobile travel practices recommended by the Federal Energy Office are: 1) Start smoothly. This saves engine, tires, and gasoline. 2) Drive at a steady pace--avoid stop and go traffic. 3) Minimize braking. Anticipate speed changes. 4) Avoid excess idling. Cut engine off if you must wait more than two minutes.

HOUSEHOLD COOLING..."Ways To Reduce Energy Consumption And Increase Comfort In Household Cooling," a publication of Commerce's National Bureau of Standards and Office of Consumer Affairs, offers 11 suggestions applicable to offices and commercial structures as well as houses. The publication details how to conserve by shading windows from direct sun and shading surfaces from sun by using light-colored paint and roofing materials. In houses without air conditioning, the booklet recommends "insulate, ventilate--and take advantage of nature."

ENERGY AUSTERITY AT HARVARD...Harvard University reported to Commerce's Office of Energy Programs that it achieved energy savings last December of 35 percent steam use, 10 percent in electricity, 20 percent in oil, and 20 percent in gas. A building and grounds master operating plan is being implemented throughout the University.

TRAFFIC PRIORITIES...Save-energy efforts have placed importance on mass transit and carpools. Priority systems for buses and carpools are relatively inexpensive and easy to implement, reports the Department of Transportation. In Seattle, a system for bus priority on the approach to the Evergreen Point Bridge toll plaza resulted in a five-minute time advantage for transit users. The project was implemented in three months by the State of Washington Highway Department and the Seattle Metro Transit System.

Worldwide Surveys Seeking Broad Business Applications For Ocean's Varied Resources

A broad-scaled investigation being undertaken of the oceans and adjacent waters is expected to provide knowledge of great value to the nation's economy, to the scientific community, and to the maritime and fisheries industries.

Some 1,000 scientists, technicians, officers and seamen will man 21 Commerce Department ships, together with numerous smaller craft, in a new season of inquiry into the resources and mysteries of the waters that splash against the shores of the United States and many foreign lands.

Their work will take them up and down the coasts of the U.S. to the Caribbean and the Gulf of Mexico, across the Atlantic to Africa, off both coasts of Latin America, into the vast reaches of the Pacific, the Gulf of Alaska, and other areas.

They will examine the ocean waters, the land beneath the oceans and the air above, the estuaries, coastal waters, and continental shelves, the wrecks that dot the shores, the treacherous currents that endanger seamen and their craft, and aquatic life.

While the larger vessels work on the deep oceans, the smaller ships of the fleet will conduct marine charting surveys, measuring currents along the coasts and estuaries, bays, and harbors, and scouring coastal sealanes for submerged wrecks, pilings, abandoned equipment, coral and rock formations, and other dangers to commerce and recreational boating.

From other vessels, studies will be made of fisheries resources, such as tracking fish migrations, gathering data for predicting areas of occurrence and levels of abundance, examining environmental parameters that affect survival and fluctuations in population, and assessing and evaluating the potential for use of the various fisheries resources.

Mysterious internal waves which undulate below the surface of the sea will be probed, as will the mountains, ranges, canyons, and huge fractures in the earth at the bottom of the sea. Scientists will seek additional evidence of the movement of the continents and sea-floor spreading.

Among other things, an attempt will be made to develop or perfect assessment equipment and techniques, such as remote underwater observation equipment and diving with or without submersibles.

The studies will seek to extend man's understanding of the ocean and the atmosphere above; to evaluate the living marine resources of the U.S. and South America; to assess the environmental impact of submerged coastal areas, such as the New York Bight; and to study the behavior of cloud clusters and their role in the circulation of the atmosphere.

The ships are operated by Commerce's National Oceanic and Atmospheric Administration (NOAA). The NOAA fleet supports primarily the work of three NOAA agencies—the National Ocean Survey, the National Marine Fisheries Service, and the Environmental Research Laboratories. The ships are based at Norfolk, Va., Miami, Fla., Detroit, Mich. and Seattle, Wash., and those engaged primarily in fisheries research at various ports where fisheries laboratories and centers are located.

PROBING FOR BUSINESS—*Twenty-one Commerce Department ships are studying the waters of the world for possible business applications of the ocean's resources.*

Widespread search

Deep ocean surveys will be conducted by the NOAA ships *Oceanographer* and *Researcher*. These and other vessels will be engaged in extensive oceanographic research projects involving studies in such widely separated areas as the North Atlantic, Puget Sound, the Great Lakes, the New York Bight, Gulf of Mexico, Caribbean, and the central and eastern Pacific.

Some studies will involve other U.S. agencies and educational institutions and foreign countries. Various studies are tied in with efforts to obtain data which will help solve the problem of ocean pollution.

An investigation of tropical atmosphere and oceans and their effect on the earth's weather will be carried out by the *Oceanographer* and the *Researcher* off the

northwest coast of Africa in conjunction with ships and aircraft of 10 nations.

Much of the work to be done by NOAA ships this year will relate to safe navigation. Marine charting surveys will be carried out in the waters of the Carolinas, Georgia, Florida, California, Washington, Alaska, and other areas.

Essential to safe navigation are the wire drag surveys for underwater hazards conducted in the Gulf of Mexico. Circulatory studies will be performed in the New York Bight, the 15,000-square-miles of ocean waters and continental shelf extending from Montauk, Long Island, to Cape May, N. J.

While this work is under way, NOAA vessels will be engaged in important fisheries surveys and research along U.S. coasts, in the Caribbean and Gulf of Mexico, off Nova Scotia, and in the Pacific.

These vessels carry out a wide range of studies as diverse as egg and larval surveys off the east coast to studies of the abundance and distribution of groundfish in the Gulf of Alaska and Bering Sea. They gather biological data vital to international discussions and agreements on fisheries, as well as information for the Marine Resources Monitoring, Assessment and Prediction (MARMAP) program, a long-range study of fishery resources.

In the 1974 season, as in the last few years, NOAA scientists are continuing their research on the interrelated theories of continental drift and sea-floor spreading. According to the continental drift theory, the earth at one time had one or two large land masses which began to split some 200 million years ago. The theory postulates that, as the sea floor spreads, the continents are drifting at a very slow rate, possibly an inch or so a year. The drifting resulted in the separation of the continents. According to a related theory, the earth's crust is made up of gigantic, grinding, constantly moving plates or segments.

Meanwhile, an intensive study of the undersea source of manganese-rich rocks has confirmed the existence of what appear to be widespread metallic mineral deposits over some 40 square miles of the median valley of the Mid-Atlantic Ridge, part of an undersea mountain chain that is 47,000 miles long and is continuous through all major ocean basins. The ridge system is the most advanced stage of a boundary between diverging plates.

An investigation conducted by scientists from NOAA and several universities has established that manganese-rich samples dredged from the same ridge location two years ago were not anomalous, but part of a large mineral-concentrating process that is still active. The samples, taken during the 1972 field season of NOAA's Trans-Atlantic Geotraverse (TAG) program, were purer and accumulated one hundred times as fast as other manganese deposits taken from the seafloor in other regions.

Minority Firms To Get Technical Spinoff From U.S. Space Program

A recently-signed agreement between the National Aeronautics and Space Administration and Commerce's Office of Minority Business Enterprise provides for a cooperative effort to transfer space-developed technology to minority businesses.

Under the terms of the agreement, NASA and OMBE will jointly sponsor a pilot seminar program to provide information on new products and processes which have commercial applicability. On the basis of the pilot seminar, six additional seminar programs may be conducted throughout the country in 1974 and 1975.

Under Secretary of Commerce John K. Tabor; Deputy Administrator of NASA Dr. George M. Low; NASA's Equal Opportunity Programs chief, Dr. Dudley G. McConnell, and OMBE Director Alex Armendaris participated in the signing ceremony.

"In continuation of interagency efforts to facilitate the development of a successful minority business community," said Tabor, who is also chairman of the Interagency Council for Minority Business, "the NASA/OMBE Agreement will enable minority manufacturers to derive benefits from the experience and expertise of the NASA program."

"Businesses that can fill the technology demand will be the successful enterprises of the future," noted Armendaris. "NASA's expertise, coupled with OMBE's business development resources, will go a long way toward providing minority individuals a chance in the markets of the future."

Seek top potential

NASA is presently identifying commercially practical processes that offer the highest market potential. Through the seminar program, minority businessmen will learn how specific technologies, available on a licensing basis, can be useful to them.

Both NASA and OMBE will provide follow-up assistance to develop new products and markets. OMBE's technical and management staff will then assist minority businessmen in fully implementing the technology.

In addition, information on NASA research and development grant programs will be provided at the seminars to educators from minority colleges and universities.

NASA has already developed a strong record of participation in successful technology transfer to private firms.

One recent example: A company that was looking for a way to remove bacterial organisms that were contaminating large vats used in the production of antibiotics. A search of NASA data sources revealed chemical methods that had long been used to clean NASA space rocket fuel tanks. The aerospace solution made it possible for the company to solve its problem without diverting expensive technical manpower from their regular work.

Most often, companies call for information on a specific problem. For example, Pyronetics, a company in California, was developing a portable, low-cost multi-purpose welding torch. But, the company faced the technical problem of a bulky high-pressure oxygen supply. Pyronetics asked for information on chlorate candles, which are unique in that they generate oxygen while they burn. NASA's Western Research Application Center at the University of Southern California provided information on chlorate-candle composition, hazards, applications and manufacturing and shipping regulations. The data was crucial to the development of Pyronetic's final market product. By the end of 1972, more than 20,000 units had been sold.

Current offshoots from the space program that are being researched for possible commercial applications included: a firefighters breathing system that is slated for test and evaluation by the fire departments of three major cities; development of a method of separating such non-ferrous metals as nickel, zinc, copper and aluminum from shredded automobile scrap; and an externally rechargeable pacemaker to save cardiac patients the cost and trouble of operations to replace worn-out batteries every two years.

Census Defines Standards For Judging Data Errors

A new publication defines standards for describing the limitations on Bureau of the Census data.

The publication notes that survey data are subject to both sampling and nonsampling errors, such as errors of response, and gives 13 standards that specify approved methods of presenting information on the various types of errors. It also includes numerous illustrations, drawn mainly from Bureau surveys. This publication, the first of its kind, should be of great value to statisticians and data users in preparing reports based on statistical surveys and in interpreting census data.

The standards formalize and extend practices which the Census Bureau has followed for years in recognition of its responsibility for informing users of the important limitations of its data.

Single copies of the publication, "Standards for Discussion and Presentation of Errors in Data." Technical Paper 32 may be obtained for $1.10 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or from Commerce's District Offices.

ENERGY CONSCIOUS—*The nation's canners are encouraging their workers to become active savers of energy. To date, the most substantial savings have been realized through ordinary housekeeping operations where employees, such as these at a Hawaiian pineapple cannery, can play a major role in everyday conservation.*

Industry Associations Map Energy Moves For Members

Just as one robin doesn't make a spring, one mild winter doesn't mean the worldwide energy crunch is over. The oil embargo merely dramatized a situation which will be with us for the foreseeable future—dwindling supplies of non-renewable energy sources, with growing numbers of customers competing for them.

No one realizes this better than the industries of America. Their approaches vary from the broadly general to the point-by-point check off list, but the thrust is the same: industry must adjust to shortages in order to survive.

The National Canners Association employs the specific method in a 15-page booklet on energy conservation in the canning industry which was recently distributed to all NCA members.

A recommended first step is to establish conservation goals. These should be realizable goals, and responsibility for implementing them should be clearly assigned. All measures however, must be viewed in the light of the industry's overriding commitment to assure the safety and wholesomeness of its finished product.

The next order of business in effectively measuring the success of an energy conservation program is a utility audit. If total energy input is to be evaluated, the audit should cover all energy sources utilized by the company, preferably before the start of the conservation program and at relatively frequent intervals thereafter. Local utility companies may be contacted for accurate meter and energy conversion factors.

The specific recommendations, which make up the bulk of the booklet, deal with housekeeping operations (seven lighting recommendations, ten on heating, six on water, seven on electric power, and eleven on conservation of steam); boiler and power plant operations (ten points); agricultural practices (ten points covering energy shortcuts in crop-growing); raw product handling and cleaning (ten points); processing equipment and operations (seven points), and transportation (eight points).

While many of the recommendations obviously would only apply to firms in the canning industry, most would be beneficial to any firm searching for a systematic approach to energy conservation.

A limited number of the booklets are available from the National Canners Assn., 1133 20th St. NW., Washington, D.C. 20036 (202-331-5932).

Total management concept

The National Electrical Manufacturers Association, on the other hand, endorses a sweeping "Total Energy Management" approach involving restraint by business in order to avoid governmental controls.

NEMA's Bernard A. Falk says the plan amounts to monitoring all forms of energy that enter a building. Through a simple conversion formula and monthly invoices the building operators can easily convert all forms of energy to a single measurement base—such as BTU's per square foot.

The management part, as Falk outlines it, would result from the building operator deciding on his various energy options, but always limiting himself to a specific maximum of total BTU's for a given time period, such as a month or a year.

To come under this ceiling, Falk says, each building owner or manager could decide—on his own individual trade-offs—how to achieve the goal. He would maintain control over end-use—so long as the total energy package came in on, or under, the budgeted BTU's.

The total amount of BTU's that could be used in an individual building would be set by the Federal Energy Office. How to go about achieving that level would be left to the individual.

Falk said the real potential for energy savings in a Total Energy Management program was shown graphically by one building which has had a TEM program in effect for the past two years. The building's operating personnel monitor systems performance closely, making adjustments quickly when major variations are noted. All the building's major energy systems have been instrumented to measure the program's success.

The result is that of four similar buildings, three had energy consumption levels (in BTU's per square foot) of 98,416; 99,999; and 94,327. The fourth building, utilizing TEM, had a consumption level of only 83,594 BTU's per square foot, a saving of about 15 percent.

NECA concludes that, in the fullest perspective, a national Total Energy Management program provides the most favorable opportunity for real energy savings in a workable program.

Private U.S. Merchant Fleet Totals 569 Vessels

The active privately-owned sector of the U.S. merchant marine consisted of 569 oceangoing ships, comprising 13.2 million deadweight tons, on March 1, according to the Maritime Administration's Merchant Marine Data Sheet. The total is one less than the Feb. 1 figure.

Currently, the active ocean fleet consists of 175 freighters, 234 tankers, 21 bulk carriers, 133 intermodal ships, and six combination passenger-cargo ships.

In addition, the Great Lakes fleet was comprised of 197 self-propelled American-flag vessels aggregating 2.6 million deadweight tons.

As of March 1, 90 merchant ships, totaling more than 6.2 million deadweight tons, were under construction or on order from American shipyards. Valued at over $3.6 billion, the shipbuilding orderbook includes 65 tankers, 12 intermodal carriers, 11 dry bulk carriers and two special-type vessels.

Industry Highlights

World's Oil Producers To Use 27 Percent More Tube Goods

(Industry Highlights is prepared by the Office of Business Research and Analysis, Bureau of Domestic Commerce.)

Producers' shipments of oil country tubular goods (drill pipe, tubing and casing) will rise to 2,106,000 tons in 1974, an increase of 27 percent over shipments of 1,662,000 tons in 1973.

The projection is based on a Bureau of Domestic Commerce survey that covered all major producers, 20 major oil companies and 24 major distributors. The survey also indicated that total manufacturing capacity in 1974 will increase 10 percent from 2,054,000 tons in 1973 to 2,257,000 tons this year.

Spot shortages could still exist during the year due to inventory imbalances and the normal problems of having the right size and grades of goods at the right place at the right time. However, in the aggregate, oil country goods shortages are not expected to be serious in 1974.

Inventories of oil country tubular goods held by oil companies increased from 163,200 tons to 277,800 tons between Nov. 30, 1973, and March 30, 1974, an increase of 114,000 tons. However, inventory held by producers fell 96,000 tons or 41 percent during the same period. Distributors showed no significant inventory change.

Anticipated sales

Anticipated consumption of these products by the oil companies covered in the survey showed a gradual increase from 281,000 tons in the first quarter 1974 to 313,000 tons during the third quarter of 1974.

Anticipated sales by distributors during 1974 showed little change for the first three quarters of 1974. Data were not collected for the fourth quarter.

Producers anticipated reducing shipments from approximately 1,074,000 tons during the first half of 1974 to approximately 1,032,000 during the second half of the year.

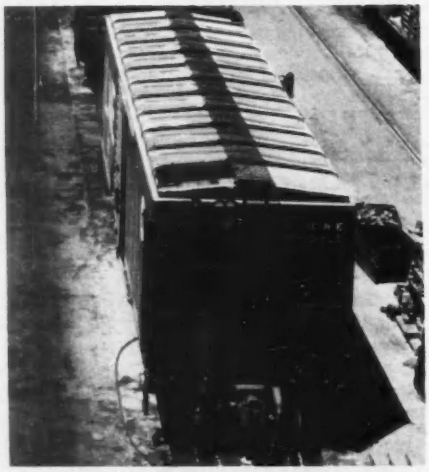
Copper, railroad cars and chemicals are examples of materials and product shortages that are still having an effect on the economy.

The Treasury Department banned the exportation and melting of pennies. The action was taken to alleviate a worsening shortage of the copper coins. The dearth of pennies is primarily the result of hoarding by the public in anticipation of higher copper prices. Although estimates vary, it is generally believed that a price of $1.50 per pound for refined copper makes the copper content of a penny worth more than its face value.

The demand for pennies has doubled, according to the Treasury Mint, placing a strain on minting capacity. A recent legislative proposal to switch from copper to aluminum pennies has been halted, as a result of opposition from the vending machine industry.

The backlog of new railroad freight cars on order and undelivered continues to increase while production is limited by the availabilty of parts. The industry backlog of 70,990 cars on March 1, 1974, is the highest in 22 years. Deliveries are averaging less than 6,000 cars per month. Normal output at capacity is 7,000 to 8,000 per month.

Currently there are about 1,680,000 cars in service and an estimated 65,000 new cars per year are required through 1980. The problem should be alleviated somewhat by mid-1975 since car builders are expanding capacity and railroad-owned shops, which curtailed production in recent years, begin to produce again.



RAILCARS NEEDED—*Boxcars are in short supply and cannot be manufactured fast enough to meet demand.*

Nevertheless, output will still be restricted by the shortage of required material and parts such as forgings, castings and steel plate.

Leather tanners concerned

Tight supply of phenol, an essential component in the tanners processing formula, has caused great concern among small tanners and suppliers of tanning chemicals to the leather tanning industry.

This shortage may be somewhat alleviated by renewed operations by benzene suppliers in Germany and Italy. Benzene is used to make cumene, the basic raw material for the production of phenol. Production in these foreign plants had been curtailed due to plant explosions.

Since it will take two or three months for these materials to get into the pipelines, domestic producers of phenol continue to allocate limited quantities to small tanners and suppliers of tanning chemicals to the leather tanning industry.

Additionally, the price of phenol in May 1973 was 20.5 cents per pound as compared to the current price of 70 cents per pound. Tanners expect to acquire sufficient supplies of phenol at this increased cost to maintain operating levels until the pipeline source is renewed.

Standby allocation

Because of incidents last summer of actual or near outages of supplies of chlorine for municipal water treatment, bills have been introduced in both houses of Congress seeking to prevent recurrence of these outages by providing some standby mandatory allocation authority to government agencies.

While water treatment was believed to consume only about 5 percent of total U.S. chlorine production, no statistics were available on which to base a firm judgment.

In order to provide such a statistical base, the Bureau of Domestic Commerce undertook a survey to establish amounts of the material supplied in the past two years and expected to be made available during the current year.

With more than 95 percent of U.S. productive capacity represented, shipments by prime producers for use in water treatment are expected to rise approximately 9.2 percent to 547,000 short tons in 1974 from 501,000 short tons in the previous year.

A delay in additional steam electric generating capacity may cause summer power shortages. Thirty-five new steam electric generating plants, 27 of which are nuclear, scheduled to come on stream by mid-1974, will not be ready in time and may cause planned or unplanned disruption in power as well as increased costs to consumers.

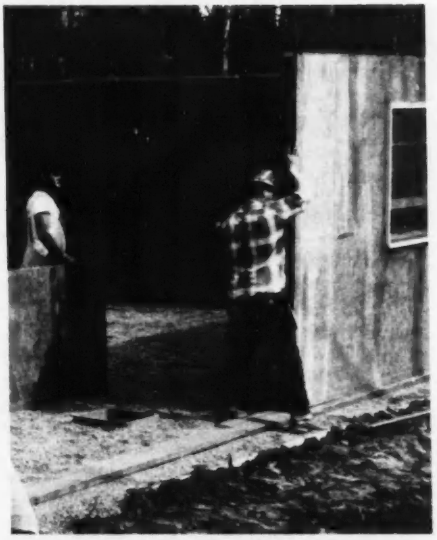
The plants which will add 30,300 mw, or 7 percent, to the total generating capacity of the nation, are being delayed by such factors as scarcity of materials, construction and related technical problems, regulatory difficulties, and environmental problems. About half of the scheduled new capacity is located on the East Coast.

The delays may force utilities to purchase short lead time combustion generators to meet peak demands and provide adequate reserve generating capacity. The resulting increased fuel costs undoubtedly will be passed on to the consumer.

Seasonally adjusted housing starts were reported by the Commerce Department at an annual rate of 1,460,000 units in March 1974, compared to 1,862,000 in February. The March starts are 36 percent below the same month of 1973. The monthly reports in the initial months of the year, even after adjusting for seasonal patterns and annualiz-

ing the results, must be viewed with some restraint because of the inherent variability of the starts at this time of the year.

The uncertain state of the housing industry is illustrated by the wide variety of private forecasts of housing starts for the balance of the year. The National Association of Home Builders now says that "starts are going to be terribly flat over the next six months" and that a pickup at the end of 1974 is highly questionable. The First National Bank states that the housing industry is "likely to reattain a housing starts pace



HOUSING—*Commerce estimates of future housing construction differ slightly from other public and private projections.*

of 2 million units at an annual rate by the end of the year."

In comparison with the private forecasts, the Department of Commerce, in its Construction Review publication presently forecasts 1974 starts at between 1.6 and 1.7 million units. In 1973, new housing starts totalled 2,053,800 units, and in 1972 new starts totalled 2,375,500 units.

New financing

A new type of government securities will begin entering the marketplace in the next two to three months. It will be obligations of the new Federal Financing Bank created by Congress at the Administration's request, in late 1973.

The Federal Financing Bank was established to deal with the problems created by a proliferation of financing instruments in the market, bearing different names but relying ultimately on federal credit for security. The bank will consolidate the financing of a variety of federal agencies and other borrowers whose obligations are guaranteed by the Federal Government. These include: Farmers Home Administration, Export-Import Bank, Maritime Administration, Rural Electrification Administration, Small Business Administration, and various programs of the Department of Housing and Urban Development. The total prospective new money needs over the next year of the eligible agencies or programs will be approximately $10 billion, with another $10 billion for refunding of maturing issues.

Minority-owned banks

While net profit levels of minority-owned banks are gradually approaching those of nonminority institutions, the operating expenses of minority-owned banks remains above the norm of their nonminority counterparts (6 percent of total assets for minority banks versus five percent for nonminority banks in 1972), according to a study published by the Federal Deposit Insurance Corp. Currently there are 53 minority-owned banks. Thirty-seven are black-owned, one Indian-owned, and 15 Spanish-speaking owned. In August 1970 there were 31 ethnic owned banks, but by December 1973, the total had increased to 53 with total assets around one billion dollars. The FDIC study sample covers eight minority-owned banks and 46 nonminority banks.

Minority banks service large numbers of small retail accounts, especially savings accounts, forcing them to carry above-average complements of employees (2.5 per million dollars in assets versus 2 for nonminority banks in 1969-1972). Accordingly, their personnel costs have exceeded those of nonminority banks. High costs of servicing these accounts are partially offset by the lower net interest costs that minority banks pay for deposits and the higher service charges they levy. Another reason for the higher operating expenses is the high loss experience on loans of the minority-owned banks.

Black Walnut Log Use Up 6% In '73, But Was Below Record

Consumption of black walnut veneer logs last year increased 6.4 percent above 1972, but remained well below the peak 1963 and 1968 levels.

U.S.-grown black walnut is an internationally preferred wood for fine furniture, paneling and other decorative uses.

Total 1973 consumption—domestic and export—amounted to 28.3 million board feet compared to 26.6 million in 1972 and 37.9 million in both 1963 and 1968, Commerce's Bureau of Domestic Commerce (BDC) reports in its 1973 survey. The average dollar value of walnut veneer logs purchased by U.S. mills rose slightly to $1,314 per thousand board feet in 1973 compared to $1,293 in 1972.

Domestic veneer log consumption advanced 12.2 percent, from 11.5 million board feet to 12.9 million in 1972-73 and accounted for the larger part of the increase for the year. Log exports rose 2 percent, from 15.1 to 15.4 million feet.

Black walnut veneer production gained 16.4 percent, to 641 million square feet, and the shift to thin veneers since 1963 continued unabated.

Father Of Input-Output Concept To Address New York Conference

The man who won a Nobel Prize in Economics for his introduction of the input-output concept will be a featured speaker at a June 4 input-output conference in New York City. Dr. Wassily W. Leontief of Harvard will discuss projected world resource use at the day-long conference on "Input-Output in a World of Rapid Change," sponsored by the Institute for Interindustry Data and Commerce's New York District Office.

Dr. Sidney Jones, Assistant Secretary of Commerce for Economic Affairs, will address the luncheon session on "Economic Analysis in Setting Policy."

The meeting, which reflects the broader recognition of the value of this technique for economic measurement in the wake of its use during the energy crisis, is being timed to coincide with the release of 367 sector tables from a new Commerce Department input-output study of the U.S. economy.

The "input-output" method enables measurement of inter-related effects of economic changes among all sectors of the economy. The newest study, long under way by the Commerce Department's Bureau of Economic Analysis, covers the year 1967, updating and expanding upon the previous benchmark tables for 1947, 1958, and 1963.

Professor Leontief is directing a worldwide study for the United Nations which, among other objectives, will provide projections of requirements for some forty different minerals and fuels. His 1973 Nobel Prize was in recognition of his development of the input-output method.

The afternoon program will include a five-member panel representing major companies using input-output.

Details are available from the Institute for Interindustry Data, 1270 Avenue of the Americas (212-265-2666), or from the Commerce District Office (212-264-0611).

Computer Network Symposium To Cover Thirteen Topics

A day-long symposium on current trends and applications of computer networks will be held May 23 at Commerce's National Bureau of Standards at Gaithersburg, Md.

Thirteen papers slated for presentation, include communications cost reductions using domestic satellites, management of network user services, system testing techniques, test and evaluation criteria for network software, and a proposed network management approach.

A computer network tutorial will be held during the afternoon of May 22 at the Washingtonian Motel in Gaithersburg in connection with the conference.

Energy Streaks Through U.S. Patent Office

The craze started when on April 18, 1973, in his message to Congress, President Nixon announced the inception of a comprehensive energy policy.

Responding to this directive, Secretary of Commerce Frederick B. Dent, on October 25, 1973, announced that the Patent Office had instituted procedures for hastening the processing of patent applications relating to energy.

There is now a priority status granted to any patent application contributing to the discovery or development of energy resources and/or the more efficient utilization and conservation of energy resources. Inventors seeking this "special" status should write to the Commissioner of Patents, identifying their application by serial number and filing date, and accompany the request with an affidavit or declaration by the applicant or his attorney or agent explaining how the invention contributes to either of the above categories.

To date about 70 such requests have been received, according to C. Marshall Dann, U.S. Patents Commissioner. The Patent Office received its first request to accord an application "special" status under the new program November 12, 1973. In this application, "special" status was requested on the grounds that the invention materially contributed to "the more efficient utilization and conservation of energy resources." The request was filed in an application which was already on file in the Patent Office when the new program was announced in the *Official Gazette* on November 6, 1973. Historically this application will become a patent on June 4, 1974.

It is expected that many of the succeeding special applications will similarly streak through the Patent Office in order to help solve the energy problem.

STREAKING THROUGH—*D. P. Shields, assistant chief, drafting division, U.S. Patent Office, contributed this view of the expedition of energy patents.*

Norfolk MESBIC Is Virginia's First

The Norfolk Investment Corporation has become the first licensed Minority Enterprise Small Business Investment Company (MESBIC) in the State of Virginia.

Licensed by the Small Business Administration (SBA) and strongly encouraged in the private sector by Commerce's Office of Minority Business Enterprise, the corporation will provide a source of venture and expansion capital for minority firms.

"As the Norfolk Investment Corporation takes the initiative in Virginia," OMBE Director Alex Armendaris said, "it will provide a source of financing to maximize the quality and potential for success of minority enterprises. Such assistance through the MESBIC program represents an investment by local businessmen in the prosperity and development of their community."

Nationwide, there are presently 67 MESBICs in operation with total capital investment from private sources of $29 million. Under the MESBIC formula, this amount can be leveraged with funding from the SBA and bank financing to trigger more than one-half billion dollars in loans and equity capital for minority businesses.

The Norfolk MESBIC is capitalized at $700,000 by the Norfolk Model Neighborhood Development Corporation and the Virginia National Bank.

Guide Gives Easy Access To Census Information

An updated edition of the Bureau of the Census' "Guide to Programs and Publications" has been published by Commerce's Social and Economic Statistics Administration.

The 227-page guide, designed to help users of Bureau data find needed information quickly and in adequate detail, supersedes an edition published in 1968. It contains a review of Bureau programs in the fields of agriculture, construction, foreign trade, governments, housing, manufacturing and mineral industries, commercial fisheries, population of both U.S. and foreign nations, business, and transportation.

In addition, it describes Bureau activities relating to general economic statistics, geography and mapping, and the agency's statistical compendiums such as the "Statistical Abstract of the United States."

Tables identify all reports and maps in each broad field, their frequency of publication, and a brief description of the subjects covered. The indexes are detailed. The subject index is not limited to specific words in titles or annotations but gathers together related topics. A comprehensive geographic index covers areas ranging from the international to the city block.

Single copies of the "Guide to Programs and Publications, Subjects and Areas" may be obtained for $2.45 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or from Commerce's District Offices in major cities.

Marine Products, Services In New York Bight Area Listed

A new catalog describing available products and services associated with the New York Bight, a marine area of critical economic and environmental importance, has been issued by the Environmental Data Service—a part of Commerce's National Oceanic and Atmospheric Administration.

The catalog is divided into six service sections. Subjects covered are environmental prediction and warning services, environmental satellite information, marine resources, marine description, mapping, and charting, marine data services, and library and information services. The four appendixes contain a listing of addresses to help the user identify the sources offering the various products and services, a listing of general catalog-type publications about products of special interest, a glossary of acronyms, and a subject index.

Free copies of the publication may be obtained from the Project Manager, MESA New York Bight Project, Marine Sciences Research Center, Bldg. J, State University of New York, Stony Brook, N.Y. 11790.

Calendar For Businessmen

May 5-7—Ipswich, Mass.—The Institute for Graphic Communications will sponsor a conference on "The Future for Document Storage and Retrieval." For information, IGC, 520 Commonwealth Ave., Boston, Mass. 02215. (617-267-9425.)

May 6—Milwaukee—Secretary Dent will speak at the Milwaukee Sentinel's 11th annual Forum for Progress at the Memorial Center.

June 9-13—Denver, Colo.—67th annual Air Pollution Control Association Conference featuring exhibition of air and noise pollution abatement equipment, instrument accessories, and their related services. For information, Air Pollution Control Association, 440 Fifth Ave., Pittsburgh, Pa. 15213.

June 16-18—Washington—National Coal Association 57th annual convention at Statler Hilton.

Oct. 15-16 — Atlanta — First International Symposium on Garment Moulding Technology at the Georgia Institute of Technology, sponsored by the American Apparel Manufacturers Association and the Textile Engineering Department of Georgia Tech.

U.S. Position In Major World Import Markets Is Stronger Than Level Of A Year Ago

The strong expansion of imports by leading U.S. trading partners continued during the latest 12-month period for which data are available, generally ending November or December 1973. Virtually all 50 countries listed in the accompanying table increased their purchases at a considerably higher rate than in the previous period.

Correspondingly, foreign purchases of U.S. goods generally advanced rapidly, in most countries by more than 30 percent. As a result, the United States improved or maintained its standing in about half the listed markets. By comparison, a year ago, this country's share held even or strengthened in only one-fifth of the markets.

The high level of global demand for imports, from both the United States and other sources, reflected expanding business activity in most countries for the better part of 1973. The broadly based economic expansion created strong pressures on available supplies of various internationally traded commodities, triggering sharp price increases which contributed substantially to the increased value of world imports. In addition, crop failures in several producing areas led to significantly increased demand for foreign supplies.

To preserve continuity with previous reports in the series, the trade statistics used in this article are expressed in U.S. dollars by applying the exchange rates prevailing in each period to the national currency data for each country. Non-dollar reserve assets are treated in the same manner. As a result, changes based on those dollar values are inflated (deflated) for countries whose currencies have appreciated (depreciated) relative to the dollar.

Among the top ten international trading countries, the U.S. share improved in three —the Netherlands, France, and Canada— and held even in three others—the Federal Republic of Germany, Italy, and Belgium-Luxembourg. As a group, the ten increased their purchases of U.S. products, on the average, by about one-third. In contrast, this country's position in the previous year had weakened in all but two of these important markets and their imports from the United States had grown by only 13 percent.

U.S. gains in Netherlands

Dutch imports of U.S. products grew by 45 percent in the 12 months ending November 1973, moderately faster than from other sources but more than three times faster than a year earlier. Higher valued entries of agricultural goods contributed most to the overall U.S. gain; arrivals of corn were especially strong, and those of animal feedstuffs and wheat increased as well. Aircraft imports climbed significantly and purchases of computers and nonferrous ores and concentrates were also buoyant.

In France, the U.S. share rose fractionally as imports from this country expanded by nearly two-fifths. Receipts of U.S. aircraft posted notable gains as did those of computer parts and accessories and power generating equipment. In addition, inflows of animal feedstuffs, soybeans, and meat stood well above their levels of the previous 12-month period.

The U.S. position in Canada more than regained the ground lost in 1972 in advancing to 70.8 percent as imports from this country climbed by more than one-quarter. Encouraged by strong demand for automobiles throughout most of the year, arrivals in Canada of U.S. passenger cars and motor vehicle parts and engines for assembly rose briskly. At the same time, purchases of aircraft and food products scored marked advances.

Although Italian imports from this country expanded by 42 percent, those from other sources rose as rapidly and the U.S. share remained unchanged. Paced by American corn, soybeans, animal feedstuffs, and wheat, agricultural commodities contributed heavily to the gain. Arrivals of aircraft and electric machinery were buoyant as well.

The U.S. standing also stabilized in Belgium and Germany despite increases of almost two-fifths in purchases from American suppliers. Belgium boosted its intake of a wide variety of U.S. goods, particularly computers, internal combustion engines, soybeans, motor vehicle parts, electric machinery, and aircraft. Similarly, Germany stepped up its purchases of U.S. soybeans, corn, wheat, electrical equipment, and optical and precision instruments. Conversely, imports of defense items declined moderately, following a sharp falloff the preceding year.

Japan sharply increased its receipts of U.S. goods by 58 percent from the previous period but the inflow from other sources rose even more rapidly. Thus, the U.S. share fell again, reaching 24.2 percent. The largest advances in purchases from this country occurred in industrial supplies, especially lumber and iron and steel scrap, and in foodstuffs, mainly corn, soybeans, and wheat. Imports of machinery also posted notable gains, while aircraft was among the few items to record a sizable decline.

The U.S. share slipped fractionally in the United Kingdom, even though purchases from this country rose 35 percent. In Switzerland and Sweden, the U.S. share loss was greater.

Among most other developed countries, the U.S. position improved as imports from American suppliers recorded gains of between 40 and 50 percent. In Turkey and South Africa, however, receipts from the United States rose sluggishly, resulting in share losses.

Sizable increase in Mexico

Mexico, this country's largest market among the developing nations, increased its imports of U.S. goods by two-fifths, a more rapid rise than from other suppliers. Greater purchases were reported for a wide variety of American products, including corn, motor vehicle and tractor parts, telecommunications equipment, internal combustion engines, and iron and steel scrap.

Several of the Far Eastern countries reported unusually steep increases in their imports from this country, leading to improvement in the U.S. standing in those markets. Korea and Taiwan each posted advances of three-fourths in these purchases, while Singapore and Hong Kong had gains of well over one-half. Higher arrivals of tubes, transistors, semiconductors, and parts contributed to the U.S. rise in the four countries. In addition, Korea recorded greater receipts of U.S. wheat, barley and aircraft; Taiwan, of soybeans, wheat, and nonelectric machinery; Singa-

World Market Report

The 50 markets shown below accounted for 91% of 1972 imports into all free-world markets and 93% of imports from the U.S.

Values in millions of dollars — Published quarterly

Country	1972 imports			1973 imports January through latest month				Import change in latest available 12-month period*		Reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1972	1973
Germany	39,763	3,339	8.4	Dec.	54,844	4,588	8.4	+ 38	+ 37	23,785	33,147
United Kingdom	27,860	2,945	10.6	Dec.	38,843	3,966	10.2	+ 39	+ 35	5,647	6,476
France	26,715	2,154	8.1	Dec.	36,414	2,990	8.2	+ 36	+ 39	10,015	8,529
Japan	23,494	5,862	25.0	Dec.	38,238	9,259	24.2	+ 63	+ 58	18,365	12,246
Canada	20,485	14,164	69.1	Dec.	25,368	17,964	70.8	+ 24	+ 27	6,050	5,768
Italy	19,282	1,592	8.3	Nov.	24,530	2,089	8.5	+ 42	+ 42	6,079	6,434
Netherlands	17,393	1,408	8.1	Nov.	22,758	1,940	8.5	+ 39	+ 45	4,785	6,547
Belgium-Lux.	15,607	860	5.5	Nov.	20,043	1,096	5.5	+ 39	+ 39	3,870	5,100
Switzerland	8,465	611	7.2	Dec.	11,677	737	6.3	+ 38	+ 21	7,488	8,078
Sweden	8,110	582	7.2	Dec.	10,646	705	6.6	+ 31	+ 21	1,575	2,528
Spain	6,613	1,048	15.8	Dec.	9,595	1,545	16.1	+ 45	+ 47	5,014	6,772
Austria	5,214	169	3.2	Dec.	7,121	218	3.1	+ 37	+ 29	2,719	2,873
Australia	5,169	1,097	21.2	Oct.	6,153	1,361	22.1	+ 37	+ 46	6,141	6,085
Denmark	5,036	360	7.1	Dec.	7,718	516	6.7	+ 53	+ 44	855	1,324
Brazil	4,783	1,322	27.6	Sept.	4,630	(1)	(1)	[2] + 29	+ 24	4,183	[3] 6,505
Norway	4,333	258	5.9	Dec.	6,233	386	6.2	+ 44	+ 50	1,325	1,575
South Africa	4,012	663	16.5	Aug.	3,236	528	16.3	+ 10	+ 6	1,290	1,234
Hong Kong	3,902	464	11.9	Dec.	5,634	720	12.8	+ 44	+ 55	(1)	(1)
Singapore	3,383	475	14.0	Dec.	5,073	766	15.1	+ 50	+ 61	876	[4] 1,188
Yugoslavia	3,233	198	6.1	Dec.	4,511	261	5.8	+ 40	+ 31	730	1,338
Finland	3,198	140	4.4	Dec.	4,207	198	4.7	+ 32	+ 41	758	644
Mexico	2,935	1,774	60.5	Aug.	2,556	1,592	62.3	+ 33	+ 41	1,164	[3] 1,179
Korea, Rep.	2,522	647	25.7	Nov.	3,772	1,071	28.4	+ 66	+ 76	740	1,094
Taiwan	2,520	545	21.6	Dec.	3,779	954	25.2	+ 50	+ 75	1,039	1,123
Venezuela	2,494	1,108	44.4	Mar.	694	(1)	(1)	[2] + 15	+ 16	1,732	2,420
Iran	2,410	407	16.9	Sept.	2,430	352	14.5	+ 29	+ 9	960	1,228
Greece	2,355	146	6.2	Sept.	2,430	209	8.6	+ 39	+ 46	1,032	1,047
India	2,244	331	14.7	June	1,421	205	14.4	+ 5	+ 30	1,180	[5] 1,254
Portugal	2,227	198	8.9	Dec.	3,020	246	8.2	+ 36	+ 25	2,312	2,839
Ireland	2,105	161	7.6	July	1,612	111	6.9	+ 30	+ 47	1,126	1,025
Israel	1,983	373	18.8	Dec.	2,990	563	18.8	+ 51	+ 51	1,222	1,815
Argentina	1,905	385	20.2	Mar.	450	80	17.9	+ 1	— 5	465	1,318
Turkey	1,506	175	11.6	Dec.	2,099	185	8.8	+ 39	+ 6	1,401	2,120
Nigeria	1,500	157	10.4	Mar.	490	51	10.3	— 1	+ 26	385	594
Thailand	1,485	233	15.7	Sept.	1,405	211	15.0	+ 23	+ 13	1,052	1,284
Algeria	1,472	103	7.0	Mar.	386	17	4.3	+ 18	— 1	493	1,112
Indonesia	1,438	218	15.1	Apr.	618	113	18.2	+ 44	+ 67	574	807
Philippines	1,380	352	25.5	Dec.	1,767	501	28.4	+ 28	+ 42	551	1,038
Malaysia, West	1,375	122	8.9	Dec.	2,087	171	8.2	+ 52	+ 40	[6] 981	[6] 1,367
Egypt	899	78	8.7	Feb.	73	4	4.9	— 13	+ 4	149	[3] 536
Peru	796	237	29.8	Dec.	1,026	306	29.9	+ 29	+ 29	460	[3] 646
Morocco	767	58	7.6	Nov.	987	107	10.9	+ 39	+ 54	237	267
Trinidad, Tobago	756	140	18.5	June	365	64	17.4	— 4	— 5	58	48
Viet-Nam, Rep.	690	321	46.5	Sept.	504	244	48.4	— 12	— 7	266	193
Pakistan	667	143	21.5	Dec.	951	264	27.8	+ 43	+ 84	281	479
Panama	438	152	34.7	June	213	75	35.3	+ 9	+ 5	942	[7] 1,212
Costa Rica	373	123	33.0	June	194	66	34.1	+ 4	+ 16	39	42
Ecuador	329	99	30.2	Mar.	97	33	33.6	+ 12	+ 9	143	241
Guatemala	324	105	32.3	June	185	55	29.7	+ 15	+ 6	135	212
El Salvador	278	76	27.4	June	162	43	26.7	+ 17	+ 8	82	62

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1972 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for Australia, Canada, Philippines, Republic of South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange, the gold tranche position, and Special Drawing Rights in the International Monetary Fund.

* Compared with preceding 12-month period.

[1] Not available. [2] Import change from 1971 to 1972. [3] End of November. [4] End of September. [5] End of October. [6] Includes East Malaysia. [7] End of June.

Sources: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics*.

pore, of nonelectric machinery and aircraft; and Hong Kong, of cotton, rice, and diamonds. Elsewhere in the area, the U.S. standing also improved in the Philippines and in Indonesia.

Although Israel stepped up its intake of U.S. goods by half, this country's share held even. In India and Nigeria, purchases of these goods and the U.S. position declined sharply.

Reserves rise moderately

Official reserves of the major trading nations shown in the table climbed by 15 percent during 1973 to $153 billion. A large part of this increase was attributable to the higher valuation of non-dollar reserve assets, which resulted from currency realignments during the period. The developed countries as a group accounted for more than half the rise, but their holdings grew only one-fourth as rapidly as those of the developing nations. Two of the shifts in reserves were unusually large, the gain by Germany and the loss by Japan.

The 9.4 billion jump in German holdings represented more than four-fifths of the total gain for all developed countries. Most of Germany's increase occurred at the height of the currency crisis early in the year when the Bundesbank absorbed huge amounts of dollars. Reserves continued to climb, although more modestly, until the fourth quarter when they declined as a result of settlements made for previous inter-bank support operations, and dollar sales made by the central bank to prop up the weakening mark.

Brazil reported the second largest increase in reserves, a rise of $2.3 billion, mostly in the first half of the year. An improved trade balance, aided by higher world prices for its coffee, iron ore, and cotton exports, coupled with rapidly rising capital inflows were largely responsible for the gain.

Both the Netherlands and Spain boosted their holdings by $1.8 billion. More than half the Dutch increase was accrued in the first quarter due to support operations in foreign exchange markets. Late in the year, reserves tended to rise further as the central bank purchased dollars from commercial institutions in order to increase domestic liquidity. In Spain, higher earnings from tourism, capital inflows, and workers' remittances more than offset the widening trade gap.

Belgium and Sweden were the only other countries to gain close to or more than one billion dollars in reserves. Most of Belgium's increase was attributable to exchange market support operations early in the year. While this was also a factor in the Swedish rise, an improved trade account contributed importantly as well.

Yugoslavia, Denmark, and Turkey also enhanced their official reserves notably, each posting gains of more than 50 percent. Among the developing nations, Egyptian

holdings more than tripled, Argentina and Algeria more than doubled theirs, and several others also improved their positions substantially.

France and Japan, on the other hand, reported significant reserve losses over the period. The French decline of $1.5 billion was primarily limited to the fourth quarter, mainly due to heavy repayments to other central banks for earlier support of the franc.

The deterioration in Japan's reserve position was evident throughout the year, although the largest losses occurred in the second and fourth quarters. A weakened trade balance and strong outflows of long and short term capital drained reserves. In the final quarter, pressure of the yen resulted in supportive sales of dollars and eventually led Japan to a modest devaluation. Overall, the country's reserve losses amounted to $6.1 billion.

Washington's Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Staff's Office of International Trade Policy.

THE PRESIDENT

Presidential Proclamations—Nonfat Dry Milk Imports: President Nixon on March 4 issued a proclamation authorizing an additional import quota quantity of 150 million pounds of **nonfat dry milk** through June 30. The current action followed a determination by the Secretary of Agriculture that the quota might be increased or suspended without rendering or tending to render ineffective, or materially interfering with, the milk price support program or reducing substantially the amount of products processed in the United States from domestic milk. On Jan. 24, the Tariff Commission reported to the President concerning this matter. The proclamation indicates that the President will study the issue further before making a determination as to final action.

THE CONGRESS

Committee Action—Senate: The Senate Finance Committee, in executive session, ordered favorably reported, with amendments, the following bills: H.R. 8217, exempting from import duty certain foreign equipment and repairs for vessels operated by or for any agency of the United States where entry was made in connection with vessels arriving before Jan. 5, 1971; H.R. 7780, extending for an additional 2 years (until Nov. 7, 1975) suspension of duties on certain classifications of spun silk yarn; and H.R. 6642, extending to the close of Dec. 31, 1976, the existing suspension of duties on imports of certain bicycle parts.

Committee Action—House: The Committee on Ways and Means met and ordered reported favorably to the House the following bills: H.R. 421 (technical amendment), to amend the Tariff Schedules of the United States to permit importation of upholstery regulators, upholsterer's regulating needles, and upholsterer's pins free of duty; H.R. 6191 amended, to amend the TSUS to provide that certain forms of zinc be admitted free of duty; H.R. 11830 amended, to suspend duty on synthetic rutile until close of Dec. 31, 1976; H.R. 12035, amended, to suspend for one year the duty on certain carboxymethyl cellulose salts; H.R. 11251, to amend the TSUS to provide for duty-free entry of methanol imported for use as fuel; H.R. 11452, amended, to correct an anomaly in the rate of duty applicable to crude feathers and downs; H.R. 11797, to amend the personal exemption provisions of the TSUS to exclude from duty-free treatment thereunder all alcoholic beverages and cigarettes entered by any nonresident for gift purposes and all cigarettes in excess of 200 entered by any resident for personal use; and H.R. 13631, amended, to suspend for a temporary period the import duty on certain horses.

Bills Passed: The House passed the following bills: H.R. 11830, to suspend duty on synthetic rutile until close of June 30, 1977; H.R. 13631, to suspend for a temporary period the import duty on certain horses; and H.R. 421, to amend the TSUS to permit importation of upholstery regulators, upholsterer's regulating needles, and upholsterer's pins free of duty. The bills have been referred to the Senate Finance Committee.

Committee Hearings: The Subcommittee on International Finance of the Senate Committee on Banking, Housing and Urban Affairs has been holding hearings to examine the role of the Export-Import Bank and U.S. export controls as they relate to U.S. international ecomonic policy. Secretary of Commerce Frederick B. Dent testified before the committee on April 5th. The hearings are scheduled to continue until May 3.

The Senate Committee on Foreign Relations held hearings on S. 2665, authorizing funds for U.S. participation in the International Development Association.

The Subcommittee on Commerce and Finance of the House Committee on Interstate and Foreign Commerce has been conducting hearings on H.R. 7506, International Voluntary Standards Cooperation Act of 1973. Dr. Betsy Ancker-Johnson, Assistant Secretary, and Frank La Que, Deputy Assistant Secretary, Department of Commerce, testified before the committee.

The Senate Finance Committee continued hearings on H.R. 10710, the Trade Reform Act of 1973 as proposed by the Administration and amended by the House of Representatives. Following testimony by Administration witnesses the Committee received testimony from many public witnesses representing business, labor, farm, consumer, and other interested groups.

New Legislation: Since the opening of the 93rd Congress, some 585 trade and related bills have been introduced. Legislation not previously reported in the Trade Briefs Column includes S. 3207, to amend the Sugar Act of 1948 to terminate the quota for South Africa; S. 3213, to establish an Independent Foreign Economic Policy Board to assist Congress in development of policies affecting U.S. international finance, trade, investment, and aid, and for other purposes; S. 3229, to prohibit Soviet energy investments; S. 3243, to amend the Tariff Schedules of the United States to provide that certain wood strips be admitted free of duty; S. 3282, to amend and extend authority for regulation of exports; S. 3285, to extend most-favored-nation treatment to products of the People's Republic of China.

Also, S. 3288, to provide effective relief from disruptive imports of nonrubber footwear in a manner that will be fair to producers, workers, and consumers; H.R. 13370, to suspend until June 30, 1976, the duty on catalysts of platinum and carbon used in producing caprolactum; H.R. 13424, to amend the TSUS to provide duty-free treatment of any aircraft engine used as a temporary replacement for an aircraft engine being overhauled within the United States if duty was paid on such replacement engine during a previous importation; H.R. 13538, to amend the customs brokers licensing provisions of the Tariff Act of 1930.

In addition, H.R. 13631, to suspend for a temporary period the import duty on certain horses; H.R. 13773, to eliminate the duty on imports from free world countries of wheat and wheat milled products; H.R. 13763, to limit the quantity of iron and steel scrap which may be exported from the United States to 6 million tons annually during the next 3-year period; H.R. 13828, to direct the Secretary of the Treasury to determine if bounties, grants, or export subsidies are paid by foreign countries with respect to dairy products imported into the United States, and for other purposes; H.R. 13875, to amend the Agricultural Trade Development and Assistance Act of 1957, to prohibit the use of foreign currencies under Title 1 of this act for common defense.

Also, H.R. 13920, to impose temporary quotas on motor vehicles imported into the

United States from foreign countries which do not allow substantially equivalent market access to motor vehicles manufactured in the United States; H.R. 14041, to authorize provision of assistance to foreign countries in exchange for strategic or critical raw materials; H.R. 14211, to prohibit importation into the United States of any fresh, chilled, or frozen cattle meat during a 180-day period; and H.R. 14233, to provide MFN status to Bulgaria, Czechoslovakia, Hungary, and Romania.

TARIFF COMMISSION

Recommendation—The Commission reported to the President its findings that import quotas on certain cotton, cotton waste, and cotton products can be temporarily suspended without "interfering with" the programs for cotton of the Department of Agriculture or without reducing substantially the amount of any product processed in the United States from domestic cotton within the meaning of section 22 of the Agricultural Adjustment Act, as amended. The Commission recommended that the President suspend the import quotas only until the close of the respective quota years ending in calendar 1975.

Hearings: On April 8, the Commission began public hearings on revision of the TSUS to conform with the BTN (Brussels Tariff Nomenclature). Hearings will continue throughout the summer in Washington, New York, Detroit, San Francisco, and Chicago. The revised schedule and report on the probable effects on U.S. industry and trade of converting to the BTN are to be submitted to the President no later than Sept. 30.

Adjustment Assistance — Workers: The Commmission found that certain workers of the Milford Shoe Co., Inc., a subsidiary of Morse Shoe Co., Inc., Canton, Mass. (**men's and women's footwear**) and certain workers of the Wall-Streeter Shoe Co., North Adams, Mass., (**footwear for women**) do not meet the requirements of the Trade Expansion Act of 1962 for applying to the Department of Labor for adjustment assistance.

The Commission found that former workers of Fred Braun Workshops, Inc., New York, meet the requirements of the TEA of 1962 to apply to the Department of Labor for adjustment assistance.

Adjustment Assistance—Firms: The Commission found that Nina Footwear Co., Inc., Long Island City, N.Y. (**footwear for women**) and Roto-Broil Corp. of America, Newark, N.J. (**electric can openers and hair dryers**) do not meet the requirements of the TEA of 1962 to apply for adjustment assistance.

The Commission was equally divided on its vote concerning eligibility of Sbicca of California, Inc., South El Monte, (**footwear for women**) to apply for adjustment assistance. In evenly divided cases, the President makes the final decision and may consider the findings of either side as the Commission's finding.

Investigations—Firms: The Commission has opened two new investigations into the effect of imports on two firms under section 301(c)(1) of the TEA of 1962. Firms which have petitioned the Commission are Capital Footwear Corp., Worcester, Mass. (**footwear for men**) and Herr Manufacturing Co., Inc., Tonawanda, N.Y. (**spinning and twisting ring travelers, spinning and twisting rings, flyers, flyer wires and traveler inserts**).

The Commission has dismissed without prejudice investigation No. TEA W-222 which was instituted upon petition of the United Shoe Workers of America on behalf of the workers and the former workers of the Westland Shoe Corp., Biddeford, Maine.

Investigations—Workers: On the basis of petitions filed under section 301(c)(2) of the TEA of 1962, the Commission has opened six new investigations on the effects of imports on behalf of the workers and former workers of Sbicca of California, South El Monte, (**footwear for women**); Dolly Novelty Shoe Co., Inc., Clifton, N.J. (**slippers**); Framingham, Mass., plant of the Roxbury Carpet Co., Chattanooga, Tenn. (**woven velvet carpets**); Sun-Cal Footwear, Inc., Gardena, Calif., a wholly owned subsidiary of Lehigh Moccasin Corp., a wholly owned subsidiary of Lehigh Valley Industries, Inc., New York (**footwear for women**); Westland Shoe Corp., Biddeford, Maine, a wholly-owned subsidiary of Standard Prudential Corp., New York (**footwear for men and women**); and Capitol Footwear Corp., Worcester, Mass. (**footwear for men**).

Section 337 (Unfair Import Competition) Cases: The Commission recently initiated two preliminary inquiries based on complaints by firms alleging unfair methods of competition and unfair acts in the importation of several products. Those firms filing complaints were Gottwald Industries, Inc., Akron, Ohio (certain **wheel balancing weights**) and American Optical Corp., Southbridge, Mass., (certain **eye testing instruments** incorporating retroactive principles).

On the basis of submissions by interested parties, the Commission dismissed the preliminary inquiry instituted pursuant to a complaint filed on behalf of National Lock Hardware, Rockford, Ill. (certain **garage door locks**) and J. Wiss & Sons Co., Newark, N.J. (**snips and scissors**).

The Commission has suspended proceedings in its preliminary inquiry into **antenna rotator systems** until Sept. 30.

The Commission transmitted to the President an interim report on an investigation involving certain convertible game tables. The report contains the Commission's findings and its recommendation for issuance of a temporary exclusion order.

OTHER AGENCIES

Treasury—Dumping Cases: The Department has given notice of withholding of Customs appraisement of **non-powered hand tools** from Japan. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at less-than-fair value (LTFV).

New investigations to determine if sales at LTFV are occurring have been initiated with respect to **portable electric typewriters** from Japan and **welt work shoes** from Romania. In other activity, Treasury has announced a tentative determination to modify the dumping finding on **ceramic wall tile** from the Philippines with respect to one company.

Treasury — Countervailing Duty Notice: On March 8, the Department issued a countervailing duty proceeding notice, pursuant to section 303 of the Tariff Act of 1930, on **non-rubber footwear** from Brazil. Section 303 provides that whenever the Secretary of the Treasury finds that a bounty or grant has been bestowed on any dutiable imported merchandise, he must levy a countervailing duty equal to the amount of such bounty or grant on each import of the commodity in question.

Commerce — Adjustment Assistance: The Secretary of Commerce on Feb. 8 approved a trade adjustment proposal submitted by American Girl Fashions, Inc., Braintree, Mass. The Secretary's action authorizes a government loan of up to $4,935,000 and the furnishing of technical assistance, under the provisions of the TEA of 1962.

Labor—Adjustment Assistance: On March 15, the Bureau of International Labor Affairs announced that about 380 former employees of the Moxees Shoe Corp., Auburn, Me., who had lost their jobs as a result of increased imports of **women's dress and casual shoes** had been certified by the Labor Department as eligible to apply for trade adjustment assistance. This certification follows a Tariff Commission report to the President that the workers became unemployed because of increased imports, resulting in major part from trade agreement concessions. Assistance to workers under the Trade Expansion Act may include cash allowances, testing, counseling, training, job placement, and relocation if needed and desired.

Practising Law Institute Schedules Programs On International Leasing

The Practising Law Institute has announced that programs on International Leasing will be held May 16-17, New York, Barbizon Plaza Hotel; June 13-14, San Francisco, Hotel St. Francis; and June 27-28, Houston, Houston Oaks Hotel. Robert S. Rendell, Deputy General Counsel of the U.S. Export-Import Bank, will lecture at all locations on Eximbank Lease Guarantees.

For further information contact Richard Joannides, Practising Law Institute, 1133 Avenue of the Americas, New York, N.Y. 10036, telephone 212-765-5700.

U.S. EXHIBITION IN ISRAEL—*Minister of Commerce and Industry Haim Bar-Lev (right front), and U.S. Ambassador Kenneth B. Keating on a walk-through of the U.S. pavilion at the Tel Aviv International Trade Fair earlier this year.*

U.S. SALE IN PROGRESS—*During the Tel Aviv Fair, the principals of Bar-Ilan University signed a contract with Varian Electronics Co., a fair exhibitor.*

Israel Is Good Market For Capital Equipment, U.S. Exhibitors Find

The recent Tel Aviv International Trade Fair, which included American participation, opened the doors to substantial U.S. sales, despite the fact that social and economic dislocations were much in evidence throughout Israel.

Originally scheduled for October 1973, the fair carried the name TECHNOLOGY 73, even though the October war necessitated a postponement until February 1974. The U.S. pavilion featured displays of equipment in the fields of instrumentation and controls, plant maintenance and materials handling, and power generation. Thirty-one American companies took part.

Immediate sales from the exhibition amounted to $350,000, with the exhibitors' one-year sales projections totaling almost $2 million.

Although conditions in Israel were abnormal, the following conclusions can be drawn from the U.S. experience at the fair:

Israel remains an important market for capital equipment, particularly for sophisticated, high-technology machinery that will use to best advantage the high average level of technical training that characterizes the country's work force. Moreover, the labor shortage in Israel is more acute than ever, and shows no signs of easing. Any equipment or process that will decrease demands on the tight labor supply has extra sales potential. This principle is equally true for agriculture, manufacturing, and services, and the situation is especially urgent in the building industry.

Israel's next international trade fair in this series will be TECHNOLOGY 75, scheduled for May 1975.

Packaging Exhibitors Invited For September Poznan Fair

Ready access to Polish and other Eastern European markets will be provided by the TAROPAK packaging fair scheduled for Sept. 22-29 in Poznan, Poland. Packaging equipment and technology should be of special interest to visitors at this major international fair, providing excellent opportunities for business contacts from both East and West. Eastern European interest is likely to be strongest for high-technology manufacturing equipment, licensing agreements, and turn-key projects.

Fair officials are encouraging displays of packaging materials both primary and secondary, shipping containers and consumer packages, ancillary materials for protection of packaging, and packaging equipment.

To participate in the fair, write: Management of the Poznan International Fair, 14 Glogowska St., 60-734, Poznan, Poland. Telex, 0415210 TARGIPL.

U.S. Exhibition Results In Brief

The following summary reports have been received on U.S. overseas commercial exhibitions. Further details and marketing data derived from these exhibitions will be published as available.

Micrographics and Supplies. Tokyo Trade Center. April 1-6. Exhibitors, 23. Floor sales, $187,000; 12-month projection of the 4 new-to-export firms and 2 new to market, $1.2 million. Agent/distributors appointed, 2; another 2 expected to be signed soon. Visitors, 2,000.

Pollution Control Show. Paris Trade Center. March 26-29. Exhibitors, 26 representing 30 companies. Floor sales, $38,700; 12-month projection by new-to-market and new-to export firms, $6.6 million. Agents appointed, 10; 56 estimated over next 12 months. Visitors, 800. (Following this show, 15 participants traveled to Arles, where Chamber of Commerce and Industry provided free space for three-day "off-site" exhibition April 2-4. Floor sales, $19,000; 12-months sales projected at $2.6 million. Visitors, 300.)

Industrial Instrumention and Metalworking Equipment, U.S. Solo Exhibition, Caracas, Venezuela. March 25-30. Exhibitors, 54, of which 17 were new-to-market. Floor sales, $761,000; 12-month sales projection by new-to-market firms, $6.6 million; old-to-market, $5.4 million. Representations appointed, 10; additional appointments expected, 17. Registered visitors, 4,102, of which 118 were from other Caribbean and South American areas.

Instruments for Physical and Chemical Measurements. U.S. Trade Center for Scandinavia in Stockholm. March 11-15. Exhibitors, 69, of which new-to-market, 21. Floor sales, new-to-market firms, $238,000; 12-month sales projection, $1,965 million. Representatives appointed, 14; additional appointments expected, 18, Registered business visitors, 1,618.

Office Equipment and Business Machines. Tehran Trade Center. Feb. 23-27. Exhibitors, 25. Floor sales, $398,700; 12-month sales projection, $3.8 million, of which the eight new-to-market participants accounted for almost half. Agency agreements concluded, six; being negotiated at end of show, one.

Trade Show In Venezuela To Focus On Uses Of Sea

A privately organized trade show featuring products related to commercial, scientific and recreational use of the sea is being planned to take place in Caracas during the international Law of the Sea Conference there this summer. The show, known as EXPOMAR Siglo XXI (21st Century) will be held at VENEXPO Pavilion, tentatively July 3–14.

Booths are priced at 300 bolivares per square meter (US$ = Bs 4.30) with a minimum size of 10 square meters. Cost includes rent, lighting, electricity, water, insurance, cleaning and watchman service.

While there will be no official U.S. Government support or participation, the estimated 5,000 foreign delegates to the Conference provide an excellent market.

For further details write: Rojas Anez Asociados, EXPOMAR Siglo XXI, Edificio Roteca, Piso 7, Oficina 7B, Avenida Mexico, Frente Liceo Andres Bello, Caracas, Venezuela.

Five Seminars To Highlight Export Prospects In Brazil

Rapidly increasing opportunities to export to Brazil will be the focus of a series of seminars in five U.S. cities next month sponsored by Commerce's Bureau of International Commerce (BIC).

Seminars are scheduled as follows: Dallas, May 7; Los Angeles, May 8; Indianapolis, May 15; Chicago, May 16; and Philadelphia, May 21. The programs will include luncheon speakers and panel discussions by representatives of U.S. industry and the U.S. and Brazilian Governments. Commerce officials taking part include Bernard J. Cahill, Director of BIC's Latin American Division; Ted Johnson, Brazil Country Marketing Manager; and Melissa Wells, Deputy Director of the Major Export Projects Division.

Panel discussions on the Brazilian market also are scheduled for the annual luncheon of the Propeller Club of Boston, May 22, and the 29th annual Cleveland World Trade Conference, May 23.

For additional information about the seminars, see the Calendar for World Traders in this issue of *Commerce Today*, or contact the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or Commerce district offices in the seminar areas.

Moscow Symposium To Focus On R & D Role Of Patent Data

The role of patent information in research and development will be the focus of a symposium in Moscow Oct. 7-11. The symposium is being organized by the World Intellectual Property Organization (WIPO) in collaboration with the USSR Council of Ministers' State Committee for Inventions and Discoveries.

Areas to be covered include: patent documents as retrievable sources of scientific and technical information for research and development; the role of patent offices in dissemination and transfer of such information contained in patent documents; and means of retrieval—such as classification systems, indexing, computer searching—of this information.

Participation from outside the Soviet Union will be limited to 300 persons. For application forms, write: WIPO, 1211 Geneva 20, Switzerland.

USSR Welcomes Exhibitors For Three '74, '75 Fairs

The USSR is sponsoring several international fairs, each featuring a different category of equipment, and U.S. firms are invited to attend and/or exhibit.

► The Equipment for the Meat and Dairy Industries Fair will take place in Kiev July 30-Aug. 9. The fair will cover equipment for cattle shipping, slaughtering, and primary processing; refrigerating equipment; equipment for sausage production and meat packaging; equipment for poultry and rabbit processing, for canned products, for milk, butter, cheese, cream production, for dry dairy products, for egg processing; and automatic handling equipment.

► Soil Science '74 is to be held in conjunction with the tenth International Congress of Soil Scientists in Moscow Aug. 8-20. The event will cover equipment and instruments for soil agrochemical, land-reclamation, and anti-erosion activities.

► The second International Exhibition of Equipment and Appliances for Mechanization of Designing, Technical, and Office Work is scheduled for August-September 1975. The show is to include computers; automatic control systems; copying, printing, bookbinding, and microfilming equipment; reference service equipment; mathematical instruments and devices.

For information on any of the fairs, apply to: Department of International and Foreign Exhibitions in the USSR, 1-a, Sokolnichesky Val Moscow 107232, USSR. Phone, 268-70-83. Telex, 7185 UIV TPP SU.

Firms Invited To Participate In Two Budapest Fall Fairs

The Hungarian Foreign Trade Office is inviting international participation in two fairs to be held in Budapest this fall.

Manufacturers of machinery for the textile, clothing, leather, and shoe industries, as well as of laundry and cleaning equipment, are invited to participate in LIMEXPO '74, sponsored by HUNGEXPO of the Foreign Trade Office. LIMEXPO is scheduled for Oct. 9-16, at the Budapest International Fair Center in Kobanya.

In addition, HUNGEXPO is sponsoring MIPEL '74, the International Industrial Electronics Exhibition, Oct. 30-Nov. 5, also at the Budapest Center. Fair authorities are especially eager for displays of electronic controls, power electronics, computers and peripherals for industrial purposes, industrial process measurement, heavy current electronics, and regular electronics. The special attention being given this fair by Hungarian authorities could be interpreted as indicative of excellent sales opportunities.

Inquiries and applications for either fair may be sent to HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV, Varosliget. Telex: Budapest 22-4525.

Worldwide Business Outlook

Australian Boom Seen Tapering Off, But U.S. Maintains Favorable Position

Stimulated by booming export demand, the Australian economy finished 1973 at record levels of activity. The prospect for continuation of this boom, however, is constrained by such considerations as the world oil shortage. Australian demand for U.S. exports in 1974 should nevertheless remain very high, according to the U.S. Embassy in Canberra.

The Australian economic outlook over the next six months is subject to two major influences—domestic inflation and the oil crisis.

The outlook is for more inflation, but with faint indications that demand may ease as restrictive monetary policies, introduced late in 1973, begin to take hold. The crisis also may have moderately contractionary results, principally through its impact on Australian export markets.

Best U.S. year

Last year was the best on record for U.S. exports to Australia, mainly because of their enhanced competitiveness following currency realignments and Australian tariff reductions. Although 1973 will be a hard year for U.S. exporters to match, they should do well.

The exchange rate between the two dollars remains favorable to U.S. suppliers—although monetary relationships are uncertain.

The Industries Assistance Commission (formerly Tariff Board) is continuing a review of the Australian tariff structure with a view to strengthening industry by reducing excess protection. And although there are tentative indications of a leveling off in demand, the change, if it occurs, should not be drastic.

On the negative side are the effects of the current turmoil in world trade in petroleum products. Difficulties in meeting delivery schedules may become widespread as pressure on fuel-short shipping capacity mounts.

Supply shortages in the United States may interfere with export commitments more and more frequently. Unusually vigorous competition from other exporting countries can be expected as they scramble to meet growing oil import bills.

On balance, however, numerous opportunities resulting from increased U.S. competitiveness and high levels of Australian demand remain to be exploited by vigorous, resourceful marketers.

The commodities which led U.S. exports to Australia in 1973 should continue to be prominent in 1974, the oil crisis notwithstanding. They are motor vehicle and tractor parts and accessories, aircraft, construction and mining machinery and parts, organic chemicals, and internal combustion engines and parts.

In addition, telecommunications equipment, bio-medical equipment and other high technology lines, as well as high quality consumer appliances and a variety of other consumer goods, are good prospects. In view of pressure on labor supplies, mechanical handling machinery, equipment and parts are also promising.

If Australia accelerates its search for and exploitation of energy resources, the implications for exporters of many of the types of equipment required should be excellent. The outlook is also good for a variety of agricultural equipment.

Finally, there is a broad range of major development projects—so-called "big ticket" projects—in various stages of planning. They include petroleum refineries, pipelines, transportation systems, power stations, minerals processing installations and others. The opportunities for sales of equipment and services to these projects should be exceptionally promising in coming months and years.

Opportunities for new investment in the immediate future will continue to be uncertain pending further clarification of the government's policies on foreign ownership. In several areas major investments now seem likely to be approved only in special cases.

These are 100 percent foreign ownership of any Australian enterprise; any new foreign participation in the non-banking financial sector, or in energy resources exploitation (petroleum, natural gas, uranium, or coal); and controlling foreign investment in any other resources exploitation undertaking. In addition, foreign ownership of Australian advertising agencies has recently been a subject of high-level comment.

Changing environment

Obviously, a great many investors, both foreign and domestic, now face a changing environment in Australia. Not only have attitudes toward foreign ownership changed but there are increasing moves to fight inflation and rationalize Australian industry by stimulating imports. These moves have included tariff cuts, as well as the policy of permitting the value of the Australian dollar to rise against the currencies of major trading partners.

Though this could change suddenly, in present conditions it means that the competitiveness of goods produced in Australia has been reduced. At present, therefore, the U.S. exporter is in a favorable position, particularly in supplying manufactured goods to the Australian market.

In the longer view, however, it should not be forgotten that Australia is a continent-sized country almost equal in area to the United States but with a population no greater than the New York City area. It possesses immense reserves of resources which are becoming more and more valuable with each passing year. While the environment has changed somewhat, Australia still offers many opportunities for the adaptable, dynamic investor.

Business assistance

U.S. business visitors interested in Australian opportunities can obtain assistance at commercial sections of U.S. consular posts in Brisbane, Melbourne, Perth and Sydney and the American Embassy in Canberra.

The U.S. Government also operates a U.S. Trade Center in Sydney which, through planned promotions, can help U.S. firms test interest in their products, make direct sales, establish agencies and make other business arrangements.

SPRINGVALE, VICTORIA—*An Australian technician is shown gauging impellers of a three-stage pump during assembly at Kelly & Lewis Pty. Ltd. The environment in Australia for foreign investors is changing, but the country is expected to continue to offer significant opportunities for investors who can adapt to the new requirements.*

Sri Lanka Economy Slowly Improving But Still Unsettled

Sri Lanka's economy continues to be fundamentally and structurally weak, but recent policy changes by the United Front coalition government have begun to improve the short-term situation. The country (formerly Ceylon) is working hard to solve its problems, continues the U.S. Embassy in Colombo, and can be expected to advance moderately as a market for U.S. goods and services.

Feeding Sri Lanka's 13 million inhabitants remains the country's major economic and political problem. A greater national effort to increase domestic food production in 1973 achieved some progress but was largely frustrated by persistent severe drought, management problems, and the scarcity and rising costs of agricultural inputs. In October the government reduced the long-standing free ration and subsidized food program.

Prospects for improvement in the balance of payments situation in 1974 were dealt a severe blow by the oil crisis, which during 1974 could triple the crude oil import bill. Exports of refined petroleum products will ease the situation somewhat, but the balance of payments outlook remains very bleak.

The government appears to be appraising its economic situation more realistically and remedial actions taken so far may result in increased bilateral and multilateral assistance.

The present government, elected in 1970, is a coalition composed of the moderate socialist Sri Lanka Freedom Party, the Lanka Sama Samaja Party (Trotskyite), and the Communist Party/Moscow wing. It is committed to developing the economy along socialist lines with the state exerting control over the means of production and trade. While the private sector has been promised a continuing place in the economy, there remains considerable uncertainty among businessmen.

Business Acquisitions Act

Contributing to that uncertainty have been the enactment of a Business Acquisitions Act which permits government takeover of a firm without recourse to the courts, the establishment of state corporations with monopoly trading rights in a number of basic commodities, limitations on disposable personal income, a tax on capital assets, land reform legislation, and various restrictions on private enterprise authorized under terms of legislation enacted in response to the 1971 emergency.

The government has sought to counter the possible adverse impact of these measures on private enterprise through publication of a white paper on foreign investment which outlines generous incentives for foreign investment in non-traditional sectors of the Sri Lanka economy. The Five-Year Plan, launched in November 1971, also incorporates recommendations favorable to foreign investors.

Recently, government officials have gone on record encouraging private investment and have favorably responded to private participation in tourism, craft industries, and maritime projects. Powers vested in the government under the Business Acquisitions Act have been used sparingly, and proposals for additional legislation opposed by private business interests have been modified or tabled.

Trade between the United States and Sri Lanka is not large. In recent years the major American export to Sri Lanka has been wheat flour under PL-480 and CCC credit programs. Tea is Sri Lanka's major export to the United States.

There are several obstacles to any substantial increase in American exports in the short-term. The chronic and increasingly serious shortage of foreign exchange has cut imports, especially of manufactures and consumer goods. Sri Lanka has a long tradition of primary trade relations with the United Kingdom; European and Japanese ties are now an important factor. Finally, Sri Lanka's distance from the United States and financial situation make freight rates and competitive credit terms difficult but not insurmountable trade factors for American exporters.

Long-term potential

American businessmen, however, should examine carefully the Ceylonese market not only for the limited sales opportunities at present, but also because of the long-term potential of the market. Present possibilities include light machinery for industry, mining and agriculture. Modest export opportunities may be created in the development of the tourist and fisheries sectors. Imported machinery and equipment will be needed for hotels, restaurants, and the fishing industry.

Despite stringent import restrictions and some competitive advantages enjoyed by traditional suppliers, U.S. firms may be able to develop sales through response to government tenders. Such items as tractors, tires, some automobile parts, office machinery, hardware, and textiles are now imported on a monopoly basis by state trading organizations. Many other items are imported directly by government entities for their own use.

Information on government tenders is available through the U.S. Department of Commerce (foreign government tenders are published regularly in the Worldwide Business Services section of *Commerce Today*) and from the Sri Lanka Embassy in Washington. Bidders should note that favorable credit terms are frequently an essential element in winning supply contracts.

Brazilian Auto Industries Will Be Importing Heavily

Brazil's motor vehicle, automotive parts and automotive servicing industries will need over $1.5 billion worth of imported equipment over the next five years. This is one of the findings of a U.S. Department of Commerce Market Survey Team now in that country examining the needs of Brazil's more important industries.

The team reports that automotive manufacturing and the parts and servicing industries that support it continue to be an essential part of Brazil's industrial development. Growth in vehicle production is expected to maintain a rate of about 15 percent per year through 1980 despite the sharply higher cost of the fuel Brazil must import. This is due not only to continuing heavy foreign investment in the sector and to the tremendous infatuation the Brazilian has with the automobile, but also to the fact that the road system is Brazil's most important means of overland transport.

The imports most needed by the automotive industries in connection with their plans for expansion are metal-working and metal finishing equipment. Outside of some basic presses, drills, lathes and grinders, Brazil does not yet make this equipment in sufficient quantity, quality and variety to meet local demand. Some materials handling equipment will also be imported.

The automotive parts industry, which is at least as important as vehicle manufacturing in terms of the need for imported equipment, is in a period of both growth and consolidation. A proliferation of smaller firms is giving way to two or three large producers of each category of component. These larger firms are expanding in anticipation of a total market growth of as much as 30 percent per year.

A good deal of U.S. equipment is already in use in these industries, even in plants that are subsidiaries of European or Japanese firms. The Survey Team found that production line reliability of U.S. machinery is highly regarded and that Brazilians are well disposed toward additional types of U.S. equipment.

The complete reports of the Market Survey Team may be obtained as they become available from the Latin America Division, OIM, U.S. Department of Commerce, Washington, D.C. 20230.

Venezuela Bans Animal Hunting

The Venezuelan Government has imposed a two-year ban on sports hunting of all wild animals throughout the entire country, following indications of a definite decline in populations of a number of species. Coupled with the ban will be efforts at improved conservation. The resolution implementing the ban also prohibits carrying of sporting arms without a special permit.

Inflation Mixes Ivory Coast Prospects; Commercial Opportunities Attractive

The Ivory Coast has achieved a remarkable record of rapid and sustained economic growth since independence in 1960, but prospects for the remainder of 1974 are mixed. Overall economic performance will depend to a large degree on whether world prices for Ivorian exports remain high. New and expanded markets for U.S. exports will develop in coming months, adds the U.S. Embassy in Abidjan, and a number of investment opportunities may be attractive to U.S. industrialists.

In 1973 the Ivorian economy registered sizable gains in gross domestic product, primarily due to strong world prices for Ivory Coast's major export commodities. However, the inflationary trend affecting the world economy hit Ivory Coast with full force in 1973, resulting in significant wage and price increases.

Although coffee, cocoa and timber still account for 76 percent of Ivorian exports, the government is successfully diversifying its agricultural base by promoting the development of palm oil, rubber and pineapples, among other products. Increased emphasis is also being given to processing these products domestically for export.

Regarding the future for imports, aside from the July 1973 realignment of the tariff schedule (which may tend to curb luxury imports), no particular moves have been made to slow the growth in imports. The government may consider imposing restrictions, but with 70 percent of imports coming from the EEC, it is unlikely that discriminatory import restrictions against non-EEC goods could effectively reduce overall imports. In view of Ivory Coast's likely reluctance to deviate from its traditionally liberal trade policy coupled with its not overly burdensome debt servicing position, the government in 1974 will probably increase its foreign indebtedness rather than resort to import restrictions.

In addition to contributions to the inflationary spiral, increased petroleum prices will also adversely affect the Ivorian commercial balance in 1974. Although the impact will be offset to some extent by Ivorian exports of finished petroleum products, the Ivory Coast will likely experience a net foreign currency loss amounting to approximately $60 million in 1974. Thus, on the assumption that import prices continue to rise at rates similar to those experienced in 1973, and that the petroleum import bill is as expected, the 1974 commercial balance should be considerably reduced.

Relations between Ivory Coast and the United States are extremely cordial and the two nations have increasingly close ties of trade and investment. In 1973, Ivory Coast exported about $57.5 million of coffee and $18.7 million of cocoa to the United States. This represents 92 percent of total Ivorian exports to the United States and 25 percent of total Ivorian exports of these two commodities.

The European Common Market has always been and still is the major supplier of Ivory Coast imports, accounting for approximately 70 percent of Ivorian imports in 1973. The United States is the only other significant exporter to the Ivory Coast, supplying about $55 million worth in 1972. This represents, of course, only direct exports from the United States and does not include the large number of American goods manufactured elsewhere under license or in foreign-based American-owned facilities for shipment to the Ivory Coast.

No particular trade trends

Direct American exports do not show any particular trend because any year's total can be greatly affected by the sale of one commercial airliner or major equipment purchases. As is typically the case, manufactured goods and transport equipment accounted for the vast majority of total U.S. exports to the Ivory Coast in 1973. Thus in 1973, Ivory Coast had a bilateral trade surplus with the United States of $28 million, down from the $49 million surplus registered in 1972.

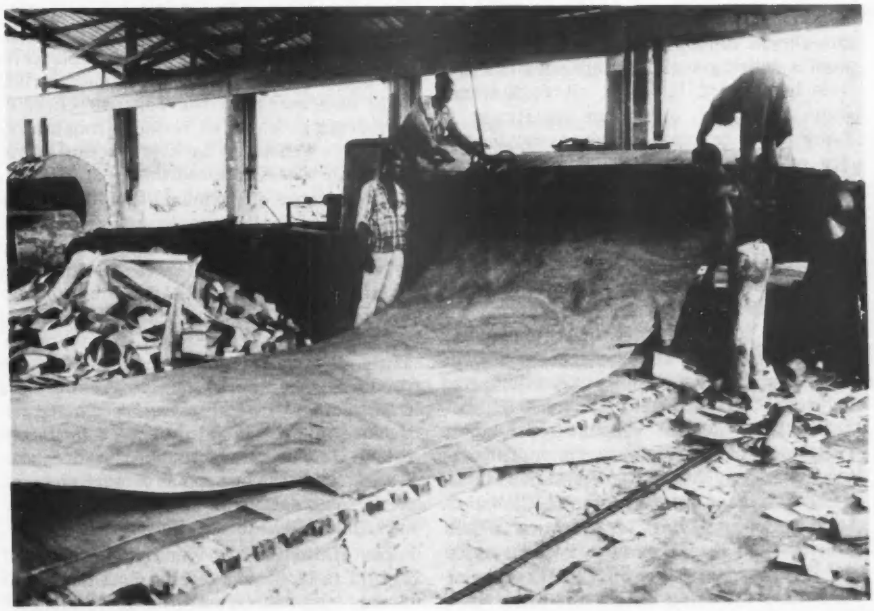
The United States assists Ivory Coast through loans and guarantees of the Export-Import Bank (approximately $245 million to date) and Overseas Private Investment Corporation (approximately $27 million), manpower from the Peace Corps and various Agency for International Development programs, mostly administered on a multilateral or regional basis. AID is currently active in the fields of livestock development, small business credit, public health and housing.

Continued strong economic expansion and rising per capita income ($373 in 1973) should create new and expanded markets for U.S. exports. If reverse preferences accorded to EEC suppliers are abolished with the conclusion of a new Association Agreement, a tariff obstacle to increased U.S. exports to Ivory Coast will have been overcome. On the other hand, since the parity of the Ivory Coast currency is linked with the French franc, a further downward movement of the latter will work to the disadvantage of U.S. suppliers.

The limited size of the Ivorian market, the necessity of doing business in French, and the established trade links to traditional sources of supply, primarily in France, also inhibit increased U.S. exports to this market. However, past performance shows that entry via participation in major development projects, e.g. Kossou Dam, Ferkessedougou (sugar), is feasible.

A number of new development projects offer potential for U.S. suppliers. In March, the Ivorian Government and Kaiser Engineering signed a contract whereby Kaiser will provide the engineering and supervise the construction of a $103 million second hydroelectric dam on the Bandama River. Calls for bids will likely begin in late 1974.

A large contract for a second sugar com-



PLYWOOD FACTORY AT OUME—*The Ivory Coast is constantly seeking to expand the export of its forestry products in processed forms, rather than as unsawn timber. New regulations will encourage importation of additional sawmill and woodcutting equipment.*

plex in the north of Ivory Coast is also likely to be awarded in 1974. Prospects for early activity for the development of the iron ore deposits in western Ivory Coast were enhanced with formation of an exploration consortium by Pickands Mather.

The port of Abidjan is currently examining a project to establish a container handling facility. The new port at San Pedro is the hub of an industrial park of growing importance which should be of interest to American exporters.

These projects, with a potential total cost of $700 million spread over the remaining years of this decade, provide significant opportunities for U.S. exporters of heavy equipment and machinery.

The government has imposed timber cutting restrictions and processing requirements which will mean more value added domestically. This will require importation of additional sawmill and woodcutting equipment for semi-finished and finished wood products. Expansion plans of agribusinesses will generate increased demand for agricultural machinery. Also a rural water development program will require additional well digging equipment and pipes. In tourism, six major hotel projects are planned for the period 1974-76, providing an expanded market for U.S. hotel equipment and services.

Financing for Ivorian importers will be facilitated by establishment of an Export-Import Bank Cooperative Financing Facility of $2.5 million with the Societe Ivoirienne de Banque; additional lines may be set up in 1974 with the Banque International de l'Afrique de l'Ouest (BIAO) and BICICI.

Wanted: investors

Ivory Coast has one of the most liberal investment codes of any developing country and is actively seeking additional U.S. private investment. However, although second only to France, American investment in Ivory Coast amounts to only approximately $30 million. American investment to date has been limited to a diamond mine, a battery factory, a minority share in the Hotel Ivoire, the oil refinery and distribution network, and the banking sector.

The Ivorian Government welcomes U.S. investment and is actively soliciting increased U.S. participation in the expanding Ivorian economy. The government is concentrating on establishing export-oriented industries and hopes to attract U.S. businesses interested in setting up assembly operations in Ivory Coast. In addition to incentives provided in the Investment Code, the government intends to establish industrial parks and tariff free zones. When provisions of the Communaute Economique de l'Afrique de l'Ouest (CEAO) become operative, the Ivory Coast can serve as a base for the manufacturing and marketing of goods to supply this six-nation area of more than 20 million people.

In early 1974 construction began on an American financed textile plant for production of blue jeans for export to the Common Market. Ivory Coast plans to expand considerably its production of cotton (100,000 metric tons by 1975) and with an increasing pool of trained manpower, expects shortly to be in a position to export finished cotton goods.

Ivorian development plans call for establishment in the San Pedro area of a paper and pulp industry, fiberboard factory, and wood processing industries. Also planned is a tire plant to utilize the 27,000 metric tons of rubber expected to be produced by 13,500 hectares of rubber plantations situated in that region. A number of satellite industries, e.g., yeast, cattle feed, will be set up near the present and planned sugar refineries in the north. The government also plans to expand cattle production significantly in this region.

In sum, there exist a number of investment opportunities in agrobusiness, wood processing, tourism and light industry which may be attractive to U.S. industrialists.

Morocco, In Improved Economic Shape, Moves To Quicken Project Spending

The Moroccan Government's quickening implementation of its new development plan will create significant opportunities for U.S. exporters and investors, reports the U.S. Embassy in Rabat.

Morocco entered 1974 in better economic shape than many developing nations. Phosphates, its chief export commodity, have tripled in price, giving the government new resources with which to weather world economic uncertainty, move forward with development plans, and stimulate a long overdue economic upswing. Last year, a sputtering start to an ambitious 1973-1977 development plan, plus a poor cereals harvest and lagging investor confidence, added up to a low real growth rate of around 2.5 percent.

To revive the economy in 1974, the government plans a substantial investment program which would stimulate aggregate demand and business activity. To the extent that this program is carried out, real GNP growth could bounce back to about 10 percent this year, assuming an adequate cereals crop in the summer. Economic revival will, however, have the negative effect of aggravating already serious inflationary pressures generated by skyrocketing world prices for basic commodities.

The balance of payments should continue to be a bright spot in the Moroccan economic picture. The phosphate price increase should swell 1974 export receipts by about 80 percent to $1.5 billion, providing an adequate hedge against ballooning oil prices and other heavy import costs. With the merchandise trade account in rough balance, tourist receipts, remittances from workers in Europe and economic assistance inflows should produce a moderate balance of payments surplus. A deep recession in Europe, a poor cereals crop, or some combination of the two could, however, diminish the surplus considerably.

The United States apparently continued in 1973 as Morocco's second most important foreign supplier (after France) with an 11 percent share of the market through November. Although final figures are not yet in, the value of imports from the United States was probably up roughly 75 percent for the year, reaching about $110 million. The principal factor responsible for the jump was burgeoning world wheat prices. In all, wheat accounted for half of U.S. sales to Morocco in 1973.

Important opportunities

There were relatively few Moroccan imports of American capital goods in 1973, largely because of the low level of government investment expenditures. Revived development spending in 1974 should change this situation significantly. A number of new projects getting under way will provide important opportunities for both U.S. exporters and engineering firms, including:

- ► constructing and equipping a new international terminal building at Casablanca's Nouasseur Airport;
- ► building, on a turn-key basis, a $36 million, 120 MW thermal-electric generating station at Kenitra;
- ► remodeling and expanding the port of Casablanca;
- ► designing an additional phosphate port on the Atlantic;
- ► putting in a new port at Nador on the Mediterranean.

Considerable road building activity will also begin, notably work on a Rabat-Casablanca expressway which the World Bank is financing. Interested American businessmen can obtain information on these and other projects in Morocco from the U.S. Department of Commerce.

In seeking to penetrate the Moroccan market for capital equipment and other manufactures, American companies face stiff competition from traditional European suppliers. The effective devaluation of the dollar against the dirham over the past two years has, however, made U.S. goods more price competitive in many lines. To take advantage of this, American exporters must do more to establish effective agency representation in-country, emphasizing after-sales service and provision of spare parts.

The full range of Export-Import Bank loans and guarantees, including a cooperative financing facility with the Banque Ma-

rocaine de Commerce Exterieur (BMCE), is available to aid American businesses exporting to Morocco. Exporters of certain commodities can also benefit from credits provided under a $10 million agricultural sector loan which the U.S. and Moroccan governments signed last September. In addition, the First National City Bank and the Bank of America maintain branches in Morocco.

To help meet its ambitious development goals, the Moroccan Government is actively seeking more foreign investment. It is doing so in the context of a Moroccanization policy aimed in part at redirecting the thrust of foreign participation in the economy.

The Moroccanization program, announced in the spring of 1973, requires by May 1974 or May 1975, 50 percent Moroccan ownership and Moroccan executive control over businesses in specified commercial and industrial fields. The government has reiterated that the program as announced is final and will not be extended in the future to other sectors. Although some questions remain, the government in recent months has clarified many technical details regarding the implementation of Moroccanization. Most firms of any size affected, including the relatively small number of American ones, appear to be meeting Moroccanization requirements rather than pulling up stakes.

Beyond the changeover exercise required of certain existing investments in Morocco, the government intends that Moroccanization serve as a future stimulus to guide new foreign investment into certain high-priority investment areas. Investment in these areas will benefit from substantial tax and other incentives under Morocco's new and very liberal investment codes, often without being subject to Moroccanization. The five-year plan targets the same areas for particularly dynamic growth. Most involve processing or manufacture for export, a top-priority sector in Morocco's current development strategy.

Despite their world leadership in them, U.S. firms have so far invested very little in these areas, whose principal features can be characterized as follows.

Integrated Meat/Dairy Production: The five-year plan projects government spending of $46 million to upgrade meat and dairy production, including $6.2 million for joint ventures with foreign investors to establish integrated livestock complexes. They will encompass feed production facilities, technical assistance to local growers, slaughtering and, in some cases, processing and packaging facilities. U.S. companies could exploit their leadership in range management and meat processing by providing management services, technical assistance, machinery and some capital for such ventures.

Growing and Processing Specialty Fruits and Vegetables: Morocco is anxious to attract agribusiness investment which will help put the country's considerable agricultural resources to more efficient, export-oriented use. The plan envisages government spending of $9 million in the agro-industrial sector, principally for joint ventures, with private capital setting up integrated field/factory operations in irrigated regions close to labor and materials. There are 15 major fruit and vegetable processors in Morocco (mostly European) but only one such integrated investment.

U.S. investors could take advantage of Morocco's favorable climate and low labor costs by entering with some capital, managing processing operations and guaranteeing foreign marketing. Land for such undertakings, possibly including newly-available recuperated farms, would probably be owned by the government or by private cooperatives.

Light Manufacture for Export: The plan singles out for expansion and modernization the manufacture of certain export-oriented products such as construction materials, electronic components, truck/car parts, and hosiery/knitwear. Annual growth in these areas, where there is currently little foreign investment, is programmed from 11 to 16 percent. Production would be directed toward markets in the European Community, which levies no duties on Moroccan industrial exports. Given Morocco's proximity to Europe, American firms could take advantage of low labor costs and generous investment incentives to mount subcontracting operations complementing their present activities on the continent.

Tourism in Underdeveloped Areas: According to plan estimates, Morocco will receive 2.7 million tourists in 1977 as compared to 1.4 million in 1973. To accommodate vastly more visitors, the government plans to spend $90 million on hotel construction, advertising and other activities. Its top priority will be expansion of secondary tourist regions such as the far south and the Mediterranean coast. The new investment codes give maximum benefits for ventures in such areas. The Moroccan Hotel Credit Corporation will finance up to 70 percent of tourism investments at an interest rate of 6-7 percent.

Engineering Consultants: The plan does not deal with consultants as such but they could obviously play a key role in the design and implementation of many of its projects. Consulting is relatively new to Morocco, involving at present mainly a few French firms. Given U.S. leadership in this field, the Moroccan Government is anxious to attract some American consulting firms as well. Resident American consultants could over time expand general U.S. business influence and activity in Morocco, as well as introduce new management approaches and computer techniques.

U.S. businessmen interested in investigating these and other investment opportunities in Morocco can get current data on the five-year plan, new investment codes and Moroccanization from the U.S. Department of Commerce.

Uruguay Becoming More Inviting Site For Businessmen

Balance of payments shortages caused by the energy crisis have dimmed Uruguay's short-term economic outlook, according to the U.S. Embassy in Montevideo, but prospects for the long run are good. As a result of its new development reform program, including new foreign investment and industrial promotion measures, Uruguay is becoming a much more interesting place for the foreign investor and supplier, continues the Embassy.

Coming out of a relatively good year, Uruguayan authorities believed that 1974 would be a year of real progress in achieving economic growth based on a wide variety of economic policy changes and administrative reforms. These hopes were dashed by the petroleum crisis which turned the terms of trade (which had been improving) against Uruguay and brought the prospect of a large balance of payments deficit rather than the hoped-for surplus.

Positive developments

In spite of the adverse change in Uruguay's markets and the higher costs of imports there are positive developments. The agricultural sector, the major source of Uruguay's wealth, is improving through investments and realistic pricing policies. There are a number of internationally financed development projects under way and in prospect, and foreign and domestic investments will be encouraged through new incentives for export industries. Labor peace has been obtained for the first time in years, and internal security is being maintained.

The decline in gross domestic product was modest in 1973, possibly about 1 percent, following two years of more severe declines in real terms. Uruguay will be fortunate if the improvement can be maintained in 1974. A balance of payments deficit under conditions of industrial stagnation will probably reach $40 million, and economic growth is largely dependent on increased volume of imports of capital goods, raw materials, and spare parts. Traditionally, during periods of balance of payments deficits, the authorities have sought to reduce imports; this reduction would further depress the already decapitalized industrial sector.

While there may be the option of accepting a large trade deficit in order to obtain imported development goods, with the balance of payments results being at least partly cushioned by possible external economic assistance, it is uncertain whether Uruguay will move fast enough to obtain such assistance in time to affect the situa-

tion until the latter part of the year. The most likely situation will be industrial stagnation through most of 1974 along with continued improvement in the agricultural sector, with the adoption of more positive development policies in the last quarter of the year.

A fundamental change in Uruguay's economic prospects is being brought about by a slow but seemingly determined effort to reform the economic system. In two meetings in the latter part of 1973, the senior policy makers of Uruguay dictated a series of guidelines for a restructuring of the economy and key development institutions.

Among the most important to the foreign businessman is a foreign investment law which is expected to be adopted. The law will guarantee remittances of profits. A second law will give incentives to industrial development, including tax exemptions.

A basic principle of the new economic system as announced is the gradual freeing of the economy from onerous state controls. The old policy of industrialization through import substitution is being discarded in favor of promotion of export industries based on local raw materials. This implies a progressive dismantling of the highly protective system of tariff and non-tariff barriers and the importation of capital goods for processing industries including food, leather, textiles, and quarry products.

At the same time, reforms of the public sector, which consumes a disproportionate share of Uruguay's production, are being implemented. State-owned utilities and enterprises are being reorganized and better administered.

With the imminent adoption of incentives for foreign investment, U.S. investors should be able to find a number of interesting prospects in Uruguay. Joint ventures in fishing, leather processing and food processing appear most feasible.

With the Salto Grande and Palmar hydroelectric installations (see below) coming on stream around 1979, Uruguay will have a low-cost energy surplus. Although energy can be sold to Argentina, Uruguay would obviously prefer internal consumption by new industries. This could attract investment from energy-scarce or high-cost countries.

The position of Uruguay between two rapidly industrializing countries—Brazil and Argentina—should over time offer a number of investment opportunities to take advantage of those markets under complementation agreements, particularly as cost advantages occur due to competition for labor and land resources in Argentina and Brazil.

There may be several large projects awarded this year to overseas bidders and U.S. suppliers, and engineering, service, and construction firms should be in a competitive position to obtain the contracts. If Uruguay opts for development in spite of the balance of payments situation, capital equipment, raw material and spare parts suppliers will have increased sales opportunities. Some of these major development projects are discussed below.

In December bids were opened for construction and equipment for the $500 million joint Argentine/Uruguayan Salto Grande hydroelectric project. Civil work on the project has begun.

Two bridges over the Uruguay River, one of which may be completed in 1974, will unite the Argentine and Uruguayan road systems and provide the former with a road connection through Uruguay to Brazil. As Uruguay's powerful industrial neighbors continue to expand, trade through the country should bring increasing benefits.

Bids are expected to be called shortly for a petroleum buoy, tank farm, and pipeline (costing around $25 million), partly financed by the Inter-American Development Bank (IDB). An offshore oil exploration program, probably under service contract to an international company selected through bid tenders, may also be initiated soon.

A project for a microwave radio system tied into a marine communication system is being prepared and may be put to bid this year. This also would be financed by IDB.

An IDB project for improvement of the Port of Montevideo is under way, and progress is being made toward removing Montevideo's "dirty port" designation in order to reduce freight charges.

Also under way is an IBRD-financed livestock improvement project, and an IDB loan for the citrus industry has been approved. A number of road reconstruction projects are in progress.

Later in the year, a loan may be obtained for the reconstruction of Montevideo's sewerage system.

A mixed commission reactivated by a recent boundary treaty with Argentina is reportedly studying a number of joint projects. One of these is the interconnection of the electrical systems of the two countries in such a way as to cover Uruguay's projected energy shortfall extending from 1977 to conclusion of the Salto Grande project in 1979. Another possibility is a deep-water port on the eastern coast of Uruguay to serve both countries. Argentina may also use the petroleum buoy to save transport costs by utilizing large tankers which cannot enter River Plate ports.

Uruguay appears to be determined to proceed with the Palmar hydroelectric project (about $150 million) and is presently seeking financial assistance. A revised feasibility study for the project is being submitted to international agencies.

In the private sector, the fishing industry is receiving priority and a number of supplier credits and joint enterprises with foreign and Uruguayan firms are reportedly under negotiation. There are two groups competing for government permission to build a polyester fiber plant, and the granite industry is reportedly increasing investments in processing. The leather processing industry has increased exports of leather clothing, and negotiations are being held with large U.S. shoe importers. Automobile complementation agreements with Argentina and Brazil may result in a number of investments for producing components in Uruguay.

New Program To Assist Technology Acquisition

A program to facilitate technology acquisitions by developing nations through improved licensing procedures and facilities is now being established.

The program, which will include priority projects for training of international licensing administrators, drafting of model patent legislation, better access to licensing documentation, and possible establishment of a publication on worldwide licensing requests and offers, is an activity of the international body called the World Intellectual Property Organization (WIPO).

It was formulated at a recent meeting in Geneva, Switzerland, of a WIPO Permanent Committee that has members from 40 industrialized and developing countries.

Activities projected for 1975 and 1976 include further assistance in facilitating licensor-licensee contracts, in organizing documentary information assistance on a regional basis, and in establishing better procedures for identifying needed technology.

WIPO administers the "Paris Union" International Industrial Property Convention, the major intergovernmental patent and trademark agreement to which the U.S. and approximately 80 other countries belong.

For further information contact Foreign Business Practices Division, Office of International Finance and Investment, DIBA, U.S. Department of Commerce, Washington, D.C. 20230.

Algerian Commercial Book Offered To Interested Firms

Algeria's Ministry of Commerce has published a fact-filled book which should interest U.S. firms doing business with Algeria. *Algerian Export Yearbook, 1973/74,* in a trilingual English/French/Arabic edition, can be obtained free from the Ministere du Commerce, Project PNUD-CNUCED Algerie "32", 42 rue Larbi Ben M'Hidi, Algiers, Algeria. Funds for postage should be included: 13 dinars ($2.91) surface mail, or 90 dinars ($20.13) air mail.

This publication will shortly be available for reference in all U.S. Department of Commerce District Offices. One copy is available for reference in Africa Division, Room 5018, U.S. Department of Commerce, Washington, D.C. 20230.

International Business Reports

The Euro-Bond Market; Function and Structure. By Yoon S. Park. 177pp. $16.50.

Compared with the Euro-dollar market, the Euro-bond market is largely unknown by economists, writes the author, yet the Euro-bond market is the major long-term international capital market. This study includes chapters on: formats of international bonds; structure of the Euro-bond market; financial subsidiaries; interest rates in the Eurobond market; secondary markets; and related Euro-markets.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Distributors in Jidda. Compiled by Hasan Kabir. 12pp. $8.50.

This survey of 64 leading importers and manufacturers' representatives in Jidda, Saudi Arabia, lists lines handled, U.S. companies represented, names of managers, age and size of firms, addresses, and new products being considered for importing. Product categories include industrial equipment and machines, communications, construction, food processing, office equipment and consumer hard goods.

Write: Research Department, Johnston International Publishing Corp., 386 Park Ave. South, New York, N.Y. 10016.

Accounting Fundamentals for Non-Financial Executives. Published by American Management Associations. $9.50.

This is a guide to basic accounting and financial principles for businessmen not familiar with them. Basic concepts and practices such as return on investment, depreciation, cost accounting, inventory and accounts receivable, the balance sheet and the income statement, are presented with simple analogies.

Write: AMACOM, A Division of American Management Associations, 135 West 50th St., New York, N.Y. 10020.

Policy Review and Outlook: 1974, The Disappearance of the Status Quo. By Judith Maxwell and Carl E. Beigie, published by the C. D. Howe Research Institute. 93pp. $2.

According to the publisher, this is the first in a series of annual publications assessing Canadian economic policy questions. This issue is divided into sections on domestic and international economic questions.

In examining domestic policy problems, the authors review the events of 1973 by taking a close look at the problems of rapid inflation, supply shortages, and high unemployment. They then review the policy response to these problems and outline policy options that Canada might adopt in 1974 and 1975. In the chapter on international questions, Maxwell and Beigie review major trends giving rise to the need for institutional reforms and then explore basic issue areas that require effective action if the reform process is to produce a stable environment for economic progress.

Write: C. D. Howe Research Institute, 2060 Sun Life Bldg., Montreal, Quebec H3B 2X7.

Trade Strategies For Development. Edited by Paul Streeten. 375pp. $25.

Contains the papers submitted to and discussed at the 1972 Cambridge Conference on Trade and Development. After keynote addresses by Harry G. Johnson and I. G. Patel, the following contributors discuss different trade strategies and regional integration: Ignacy Sachs, G. M. Meier, Harald B. Malmgren, Felipe Pazos, Bela Balassa, Gerard and Victoria Curzon, Sidney Dell, O. Aboyade, Nurul Islam, Frances Stewart, Seev Hirsch, Tim Josling, Jan Tumlir, John H. Dunning, and Mahbub ul Haq. There is also a statistical background paper contributed by the Economic Planning Staff of the Overseas Development Administration. The impending multilateral trade and payments negotiations, Britain's entry into the European Community, the formation of other "zones of influence" and the issue of trade in agricultural products were in the forefront of the discussions.

Write: Halsted Press, 605 Third Ave., New York, N.Y. 10016.

Middle East and North Africa Markets Review 1973-74. Published by Gower Press. 724pp. $75.

Surveys the economic and social situations in 21 countries in the Middle East and North Africa. For each country, there is a general review of recent political history, current government, population, employment, economic development plans and education.

Separate sections describe: crude oil production, imports and exports of principal commodities, import regulations, and revenues and expenditures. Also provided are names, addresses and advertising data for commercial media, by country.

Write: Unipub, Inc., P.O. Box 433, New York, N.Y. 10016.

International Money Management. By Max J. Wasserman, Andreas R. Prindl and Charles C. Townsend, Jr. Published by American Management Associations. $16.50.

Three practitioners discuss the intricacies of foreign exchange. The book begins with the structure of the international monetary system, then moves to an examination of foreign exchange markets, export invoicing and collections, and a survey of international money management.

Write: AMACOM, A Division of American Management Associations, 135 West 50th St., New York, N.Y. 10020.

Calendar For World Traders

May 7—Dallas—Exporting to Brazil Seminar, Sheraton Dallas Hotel. Sponsors: Dallas Chamber of Commerce, Dallas District Office of the Department of Commerce, and Bureau of International Commerce. Luncheon speaker: Jack Wyant, Vice-president, Council of the Americas, New York.

May 7—New York—Program on Foreign Exchange and Gold, New York Chamber of Commerce and Industry, 65 Liberty St. Discussion leaders: Nicholas L. Deak, President, Deak & Co., and Hans P. Belcsak, President, S. J. Rundt and Associates.

May 8—Los Angeles—Exporting to Brazil Seminar, World Trade Center. Sponsors: Foreign Trade Association of Southern California, Brazil-California Trade Association, Export Manager Association of Southern California, World Trade Department of the Los Angeles Chamber of Commerce, Bureau of International Commerce. Luncheon speaker: Jack Wyant.

May 9—New York—Overseas Automotive Club luncheon meeting, Summit Hotel. Chairman: John M. MacDonnell, President, Overseas Automotive Club.

May 10—New York — Conference Board meeting on Trade and Monetary Issues: European and Japanese Objectives, Waldorf-Astoria. Luncheon speakers: Phillippe de Seynes, Under-Secretary-General for Economic and Social Affairs at the United Nations.

May 15—Indianapolis—Exporting to Brazil Seminar, World Trade Club of Indiana. Sponsors: World Trade Club of Indiana, Indianapolis Chamber of Commerce, Indiana Department of Commerce, Indiana Port Commission, Indiana Partners of the Americas, Indiana Manufacturers Association, Bureau of International Commerce. Luncheon speaker: Paul Griffith Garland of Franca Ribeiro, Garland and Almeida.

May 16—Chicago—Exporting to Brazil Seminar, International Trade Club of Chicago. Sponsors: International Trade Club of Chicago, Chicago Association of Commerce and Industry, Illinois Department of Business and Economic Development, Bureau of International Commerce. Luncheon speaker: Stanley M. Cleveland, Vice-president of International Planning, Bendix International.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, and details on major construction and expansion projects.

Licensing, Investment Abroad

JAPAN—As part of its program to promote technology transfer between U.S. and Japanese companies, the Japan Industrial Planning Association (JIPA) plans to hold seminars covering several industries—including medical engineering, pollution control equipment and systems, metal surface treatment and finishing equipment, and industrial assembly equipment. A seminar on cartridge filter products is scheduled for Los Angeles in September. JIPA, a private organization, arranges seminars, carries out market research and organizes study missions. Isao Idota, Executive Director, Japan Industrial Planning Association, Dobashi Bldg., 5 F. 3-17-8 Akasaka Minato-Ku, Tokyo, 107 Japan. P-74213.

0251 — OMAN — One of the largest trading companies is planning to establish a **poultry project** capable of producing 500 to 1,000 broilers per day. Company is seeking technical assistance and will consider joint venture proposals. Local market depends on imports for all protein except fish. Imported frozen chicken sells for $1.50 to $2 per pound. Firm is likely to receive contracts from military, construction companies as well as retailers. Foreign Investment Services Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230, P-74194.

1021, 1041—GREECE—Four partners seek to sell or lease **copper-gold mining rights** on 2,500 acres 24 miles north of Thessaloniki. Partners have government license for mineral exploration; their application for exploitation rights now being processed. Area reported to have encouraging surface deposits of copper pyrite with admixture of gold. Adequate water resources and road access claimed for area. Stefanos Koutsimanis, Symvoleografos, Sohos, Langada, Thessaloniki, Greece. P-74203. OPIC.

2452, 3272, 3448 — AUSTRIA — Licensing and/or technical collaboration desired with U.S. firm for production of **prefabricated residential homes.** Either one or two family units acceptable. U.S. firm should be able to provide production equipment and necessary components. Austrian firm is prepared to import limited number of prefabricated units produced by the U.S. firm. Walter Unger, Director, Industrieagenturen W. Unger, Johann-Filzerstrasse 28, A-5020 Salzburg, Austria. WTDR P-74217. Copy of correspondence should be sent to Economic/Commercial Section, U.S. Embassy, IX Boltzmanngasse 16, A-1091, Vienna, Austria.

2492, 2611, 2661 — AUSTRALIA — Manager of 17,000 acres of timberland wishes to investigate economics of large-scale sustained harvesting with U.S. company to produce **particle board, fiberboard, pulp for newsprint or other forest products.** Currently produces 1.4 million feet of lumber from small sawmill and markets small quantity of posts. Measurement timber resources under way, including estimated 100 million feet of timber with large proportion under six-inch diameter. Details available from Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-74223.

2621 — GREECE — Seeks joint venture to manufacture **writing paper.** Plans to erect new plant with daily production of 50-60 metric tons. Total cost of project estimated at $4.5 million. U.S. participant offered 40 percent; could provide either equity or equipment. Firm has another paper processing facility under construction. Carbo Technik-G. Kouris SA, 5 Kordou St., Athens, Greece. WTDR. P-74210. OPIC.

2641 — BELGIUM — Seeks license to produce and distribute in Europe **waterproof paper for industrial packaging use.** The paper should be made of polyethylene or polypropylene film, tissue or polyethylene lamination. Firm's sales organization covers Benelux countries, France and Germany. Mr. de Vleeschauwer, Commercial Manager, Imperkraft International S.A., 29 rue Faubourg de Lille, 7790 Warneton, Belgium. P-74209.

2819, 3339 — KUWAIT — Seeks U.S. joint venture partner (s) to **establish factories producing (1) 15,000 tons of calcium carbide per year, and (2) 10-15,000 tons of chrome per year.** Each project estimated to cost $2-3 million. Limestone and cheap power available locally. Hope to import other raw materials from India, Australia, and Turkey. Firm currently producing other chemicals. Theodore H. Kattouf, Economic/Commercial Officer, U.S. Embassy, P. O. Box 77, Bneid Al Gar, Kuwait. P-74232.

2891, 3292, 2821 — BRAZIL — Seeks joint venture partner to expand production of **rubber/asphalt flooring materials, rubber emulsions, and asphalt/polyethylene laminations.** Firm is medium size, organized in 1960, and seeks financial and management participation. Company has 100 employees, branches in Sao Paulo and Belo Horizonte. Impermex Engenharia Comercio Industria Ltda., Rio de Janeiro, Rua Sao Luiz Gonzaga, 555, Brazil. WTDR. P-74220. OPIC.

3111 — INDIA — A business consultant firm is seeking technical know-how and possibly equity to establish a modern **leather tannery.** Firm has letter of intent from government to establish 100 percent export-oriented industry in Calcutta. Proposed plant capacity would be 500,000 pieces of bovine and 1,500,000 pieces of goat/sheep skins which is equivalent to about 21 to 23 million square feet, including splits on basis of 300 working days of two 8-hour shifts. Firm would also welcome offers for manufacturing finished products such as shoes, bags, clothing, and furnishings. L. G. Ghatak, Mohani Mansions, 163 Dr. S.P. Mukherjee Road, Calcutta 700026, India. WTDR. P-74212. OPIC.

3353, 3261, 3312 — SYRIA — Syrian businessmen seeking to work with U.S. firms to develop three projects: **Aluminum mill to produce sheet and assorted end products from ingots;** plant to **produce ceramic and porcelain fixtures for bathrooms;** and factory to make **iron pipe for water systems.** Each plant estimated to cost about $300,000. Turnkey project will be most useful approach along with a financial package. For further information, contact Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-74219.

3442, 2541, 3231 — GERMANY — Eighty year old manufacturer of **aluminum windows and sashes, building fronts and small wooden cabinets with glass fronts** to be used in living rooms to display art seeks U.S. licenses to produce similar products. Also interested in licensing U.S. manufacturers to produce these products. In addition, firm seeks new technology for production of **antique mirrors.** Owns several subsidiaries which manufacture small luxury furniture, interior decoration articles. Employs 1,000 persons; annual sales, $24 million. Rudolf Schoeninger, Schoeninger GmbH, D-8000 Muenchen 45, Ingolstaedter Strasse 58h, Germany. WTDR. P-74226.

3443, 3567 — INDIA — Seeks U.S. technology for manufacture of: **200 hp. to 2,000 hp. coal-fired packaged and other types of boilers; gas producing plants of 3,000 cu. ft. per hour or above, with gas calorific value of 130 BTU per cu. ft.;** and **continuous or batch furnaces for ferrous and non-ferrous melting in range of 2 tons to 300 tons per hour, using coal gas as energy source.** Firm currently manufactures oil-fired packaged boilers, slaughterhouse machinery and equipment, industrial fans and blowing furnaces, ladles and accessories. Has a well-equipped plant in Bombay and a sales and service organization throughout the country. S. H. Advani, General Manager, Steel Plant Private Ltd. (SPPL), "Shivaenumh", 205 Dr. Annie Besant Road, Worli, Bombay 400 018, India. WTDR. P-74216. OPIC.

3452 — INDIA — Indian business consultant seeks to locate a U.S. firm interested in a joint venture project to manufacture **nuts and bolts from high-tensile or EN grade steels** or from other types of special grade steels. Prospective partner will be expected to provide needed cold forging machines and also to purchase entire factory output, which will be 100 percent exported. Nut and bolt size to be in the 6 to 16mm. range. Project will include two captive ferrous scrap melting furnaces of 12-15 tons each. L. G. Ghatak, Mohani Mansions, 163 Dr. S.P. Mukherjee Road, Calcutta 700026, India. WTDR. P-74221. OPIC.

3552 — BRAZIL — Seeks license or joint venture to manufacture **textile machinery and/or accessories.** Product interests include coners, twisters, spinning, carding and roving machines, drawframes and opening and cleaning machines. Firm is a distributor of textile equipment and yarn. Also exports and imports to Latin America, Europe and Far East. Wants to expand operations to serve growing Brazilian textile industry. Luiz Vieira de Faro Passos, Director Superintendent, Bratex-Acessorios E Maquinas Texteis Ltda., Alameda Gabriel Monteiro Da Silva 642, 01441, Sao Paulo, Brazil. WTDR. P-74205. OPIC.

3573 — INDIA — Seeks joint venture to manufacture **mini and midi computer systems.** Plans to produce L 800, B 700 and

B 1700 systems including peripherals and software. Sought of U.S. participant is capital, technical assistance, and equipment. About 50 percent of proposed output would be exported. Indian entrepreneur is engaged in numerous enterprises including textiles, banking and manufacturing of laboratory research instruments. K. S. Chockalingam, Director, Sree Sivakami Mills Ltd., Tenur, Samayanallur P.O., Madurai District, Tamil Nadu, India. P-74206. OPIC.

3585, 3630 — GERMANY — Manufacturing rights for all types of novel **household and kitchen products.** Interests include **heating** and **cooking appliances and air-conditioning units.** Presently, firm produces kitchen utensils and household articles of cast aluminum, copper and steel. Company operates two modern plants; employs 325; markets its products in EEC, EFTA, and Canada. Theodor Klusendick, 575 Menden, Postfach 440, Koernerstrasse 30, Germany. WTDR. P-74208.

3589, 3949 — GERMANY — Firm established in 1964 seeks licensing arrangement for manufacture of **prefabricated swimming pools, filter systems for swimming pools, water heating systems and accessories for such products.** Presently manufactures steel swimming pools, filter system and accessories sold under trade name, Europool-Stern. Products are exported to eight European countries. Annual sales, about $6 million. Firm has 70 distributors. Contact Herr Wunder, Bruno Kern KG, D-8752 Moembris, Johannesberger Strasse 40, Germany. WTDR. P-74228.

3613 — VENEZUELA — Manufacturing rights for **circuit breakers, metal boxes for circuit breakers and related electrical parts.** Firm produces and distributes drapery hardware. Operates well equipped, modern facilities. Also owns a company engaged in general metal fabrication; is major shareholder in a steel distributor, and a manufacturer of calibrated steel. Godayol & Pons, C.A., Apartado Postal 70.037, Caracas 107, Venezuela. P-74207.

3660 — UNITED KINGDOM — Well established electronics industry leader employing 1,600 seeks licenses, joint venture arrangements, or other business proposals in field of **environmental sensors, civil and military air and ground communications and navaids, marine communications and navaids including satellite communications and positioning systems, and avionics test equipment and EW/ECM.** Company has record of licensing successes with U.S. firms and markets on worldwide basis. Write Economic/Commercial Section, U.S. Embassy, 24/31 Grosvenor Square, W.1, London, England, or Box 40, FPO New York 09510. P-74222.

3670 — INDIA — Seeks joint venture or license to manufacture 15 **electronic components,** primarily for export. Product interests include magnetic tape heads, ceramic, plastic film and electrolytic capacitors, servo motors, midget electrodes, relays, connectors, and submersible motors. Sought of U.S. participant is capital and technical know-how, but technology alone would be welcome. Proposed facility would be established in Bangalore or in the Santa Cruz Electronics Export Processing Zone. Presently, Indian company produces insulated communication and power wires and cables. A. P. Mehta, Managing Director, Deepak Insulated Cable Corp. Ltd. (DICC), IV Floor, "Coffee Board Building", 1 Vidhana Veedhi, Bangalore 1, India. WTDR. P-74204. OPIC.

3714 — ISRAEL — Seeks know-how to build and operate a plant to produce **radiators (complete unit) for autos, trucks, and tractors, including heavy equipment types.** Plant should produce 150-200 radiators per day. Needs to import raw materials and machinery, which should be latest, most automated variety. M. Peled, MPC Management and Production Consultants Ltd., 45 Bialik St., Ramat Gan, Israel. P-74224.

3714 — TURKEY — Seeks joint venture partners to build **automobile disc brake plant** in Isparta. Proposed Turkish partners include a group of manufacturers, a bank and small investors. U.S. partner expected to supply technology, management skills, selection of equipment, and training. American financial participation to be negotiated, but might initially be 60 percent, decreasing gradually through purchase by Turkish partners. Plant cost estimated at $5 million. Honorable Fuat Uyar, Isparta Belediye Baskani, Isparta, Turkey. P-74215. OPIC.

3811, 3674—SWEDEN—Professors at Linkoping University specializing in **vacuum and computer techonology** have connections with Swedish industry and sales and engineering firms. They are interested in receiving licensing and reverse licensing opportunities from U.S. firms in these areas. In cooperation with the Swedish Vacuum Society, a Vacuum Techniques Exhibition is planned for Linkoping June 5-7. Part of program will be seminar on heat treatment of metals and on soldering and welding in a vacuum. U.S. firms interested in investigating potential opportunities in these fields are invited to write: Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-74214.

3832, 3693—SWEDEN—Licensing arrangement sought for manufacture of **medical equipment.** Particular interest expressed in **spectrophotometers** for identification of mineral content in bones; **radiography** (dodging); and **cardiac output equipment.** Medical Engineering Department head of Karolinska Institute in Stockholm has extensive connections with Swedish industry and sales engineering firms. U.S. licensees to produce wide range of advanced medication equipment are also sought. Dr. Bertil Jacobson, Department of Medical Engineering, Karolinska Institutet, Fack, S-104 01 Stockholm 60, Sweden. P-74227.

3841—SWITZERLAND—Division of prominent Swiss company seeks license or similar agreement to manufacture **electronic medical and laboratory equipment.** Product interests include systems for intensive care stations, surveillance and monitoring devices, EKG and dialysis equipment, automatic blood and urine analyzers, related data display units and computers for medical applications. Swiss firm is also interested in participating in R&D programs of licensors. It has considerable expertise in electronics. Firms specializes in production of electronically controlled traffic signal networks and related equipment. Company has international sales operation, and substantial resources to invest in this project. Parent company has annual sales of $100 million and employs about 7,000. J. van der Haas, Director, Hasler Signal AG, Engehaldenstrasse 18, 3001 Bern, Switzerland. P-74211.

7011—SPAIN—Joint venture partner or independent **management organization sought for a four star hotel** in Torremolinos to be completed in October 1974. Hotel is a ten story air-conditioned building containing 432 rooms with sauna, gymnasium, swimming pool, tennis courts. A 15-20 year contract with a hotel management firm that would have full responsibility for operation of hotel, including staffing, is desired. Write: Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-74218.

7629, 7538, 3429 — MEXICO — Investment capital needed for branch operation in Baja California. Operation to consist of **diesel laboratory** and **gasoline engine repair; electronics repair and maintenance (marine and domestic); marine hardware.** U.S. investment, 49 percent is estimated at $48,000 or about one-third for each of the three activities. Jorge Mendez Escudero, Tecnologia Oceanica, S.A., Libertad No. 31, Azcapotzalco, Mexico 16, D.F., Mexico. Phone, 561-61-32. P-74225.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the U.S. under a licensing agreement or in partnership, write the Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to file number listed.

AUSTRIA—Austrian firm is seeking U.S. companies interested in manufacturing under license or joint venture internationally patented principle for **collapsible structures.** Such items may be gradually or immediately re-expanded to full size as necessary. They include mattresses, stretchers, back rests, automobile and railroad car seats, fishing rods, aerials, boat bottoms, and emergency bridges. Principle is based on elements of traction, pressure, and tension. **File 2559**

AUSTRIA—License for manufacture in United States or joint venture arrangement is being sought by Austrian firm for its newly developed patented, fully **automated telephone dialing device.** This electronic apparatus, which can memorize up to 100 telephone numbers of 18 digits each, dials a number every two minutes until a connection is established. Procedure will not block incoming calls, and dialing automa-

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Foreign Investment Services Staff, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

tically resumes after an incoming call is completed. **File 2560**

AUSTRIA—Inventor has offered to license technology for two of his inventions, both patented in Austria, to U.S. firms. First product is a **fire escape device** consisting of a winch, two wire ropes, and safety belts. It will enable two people to escape simultaneously from a burning building regardless of its height. Second product is a **tracked invalid chair,** permitting rider to descend and mount stairs. Equally suitable for use on flat surfaces. **File 2561**

AUSTRIA—Technical engineer and inventor has offered to license or sell technology for three new products he has developed: **fastening device** for use in manufacutre of garments, containers, luggage, and footwear; hard foamed **insulating brick** for building construction; and multi-purpose, **manual weaving loom** for schools, vocational training centers, homes, and commercial art studios. **File 2562**

AUSTRIA—Large Austrian manufacturer of specialized transportation equipment and machinery for building industry wishes to license to U.S. firms technology for newly developed **adjustable prop.** Prop has applications in building and mining industries, and can withstand high breaking load. **File 2563**

FRANCE—French party is interested in licensing or selling to a U.S. firm technology for manufacture of a new **tennis ball launcher.** This "partner-trainer" has a number of advantages over similar devices, such as capability of reproducing strokes and spins, small size and weight for easy transportation, moderate price. **File 2564**

FRANCE—French firm is seeking joint venture for manufacture in United States of its metal, wooden, and plastic **garage doors and rolling shutters** for windows and doors. Firm is one of largest European manufacturers of this type of product and has subsidiaries in several countries. **File 2569**

SWITZERLAND—Small Swiss manufacturer of precision lathes and agent/distributor of machine tools wishes to license its **automatic capstan lathes** for manufacture in United States. Developed specifically for medium-size and smaller users of machine tools, lathes are equipped with automatic or semi-automatic controls and programmed by a plug board. Special devices for automatic bar feed, multi-purpose vertical slide, tool holders, and power-operated chucks are part of design. **File 2565**

SWEDEN—Representative of well equipped group of Swedish laboratories in which advanced medical equipment is designed, tested, and operated in cooperation with Swedish and foreign industry is offering wide range of equipment for manufacture under license in the United States. Included are **spectrophotometers** for identification of mineral content in bones, **equipment for testing and measuring cardiac output,** and or **X-ray image scanning** using the dodging method. The laboratories have extensive connections with Swedish industry and sales engineering firms, and with U.S. institutes, hospital specialists, and industry. **File 2566**

SWEDEN—Group of faculty members at prominent Swedish university are seeking U.S. licensing partners for manufacture of equipment in the fields of **vacuum techniques. heat treatment of metals, and soldering and welding in a vacuum. File 2567**

UNITED KINGDOM—British manufacturer of spray guns and finishing equipment, air compressors, spray booths, and electrostatic and airless spraying and pumping equipment wishes to have its **electorstatic hand gun coating system** manufactured under license in United States. **File 2568**

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, Room 1322, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material must specify country, commodity, foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Direct Sales

Foreign private firms are interested in agency agreements and/or distributorships for these products. See also "Representations" listings.

Construction

●16100 — PARAGUAY — Construction and paving, including financing, of highway from Asuncion to San Lorenzo, to include construction of sub-grade, sub-base and crushed stone base, bituminous concrete wearing surface, 22-meter-long concrete bridge, two elevated passes, culverts, fencing, road signs system, etc. The project is expected to be completed within 20 months. Financing required for a minimum of 10 years with a period of grace equal to the 20 months of the construction period. Write in Spanish to: Direccion General de Vialidad, Ministerio de Obras Publicas y Communicaciones, Calle Oliva y Alberdi, Asuncion. Deadline is May 20.

Heavy construction

●16200 — ALGERIA — Tender for the construction of cofferdams for the Sidi Brahim Berkissa Dam on the Bou-Roumi River (Oued Bou-Roumi), 8 kilometers east of Bou Medfa, western Algeria. Bid deadline July 12. Tender documents (in French) cost 300 DA (approximately US$78.95) and are available from: Secretariat d'Etat a 1 'Hydraulique, 2EME Division des Barrages, Oasis, Saint Charles, Birmandreis, Algiers. Tender number is 201. Offers are to remain valid 120 days past the bid deadline.

●16200 — EL SALVADOR — The Ministry of Agriculture invites irrigation construction contractors to send qualifications and capabilities to the Direccion General de Riego y Drenaje Edificio Oxgasa (4th Piso), 250 Avenida Norte, 1080 San Salvador, El Salvador, in Spanish, on forms specially provided for that purpose. to qualify as bidders for construction of the large "Atiocoyp" agricultural irrigation drainage project (Proyecto de Riego Aticoyo). The project includes: one 50-meter-high deriving dam and spillway crest over the Sucio River, with a sand deviation canal and water-intake borders for captation of four cubic meters per second; one 30-kilometer-long main irrigation canal, revetted with simple concrete with a water-flow capacity ranging from 1.2 to 4.0 cubic meters per second, and an adjacent road with a surface projection of granular rock material; a 51-kilometer-long combined network of secondary irrigation canals with water-flow capacities ranging from 0.2 to 1.2 cubic meters per second, and adjacent maintenance roads; and a 450-meter-long reversed syphon of reinforced concrete to comprise an elevated 50-meter-long span over the Suquiapa River, on which a 2.8 cubic meter per second capacity aqueduct will be combined with a road-bridge. This project will be partially financed with funds from Inter-American Development Bank Loan Contract No. GOES-BID (IDB) 369/SF-ES. Sets of forms for submitting qualifications by interested contractors, in Spanish, and basic tender specifications, also in Spanish, are available free to U.S. contractors or local associates from address listed above. Three sets of these documents are available from Construction and Building Materials Program, Room 2118, U.S. Dept. of Commerce, Washington, D.C. 20230 (telephone: 201-967-3602), and from U.S. Dept. of Commerce District Office, 11444 Federal Bldg., 450 Golden Gate Ave., P.O. Box 36013, San Francisco, Calif. 94102 (telephone: 415-556-5864).

●16200 — PANAMA — Supply and installation of 230 Kv, double circuit, high-voltage transmission line from Panama City via Chorreara to Divisa, a distance of 100 air miles. This is one of three IFB's issued by the Instituto Recursos Hidraulices y Electrification (IRHE) in the past week for portions of US$30 million transmission line to be built from the La Fortuna hydroelectric site to Panama City, a distance of 270 miles. Procurement of this large project is being advertised in a series of small IFB's. A $30 million World Bank loan is financing this project. Bid deadline (tender no. IHRE 413-74) is July 2. Complete sets of documents can be obtained from: Mr. Rafael A. Moscote, Dir. Gen., IRHE, Apartado 5285,

Panama 5; Charles T. Main, Prudential Center, Boston; Stone & Webster Engineering Corporation, 90 Broad St., New York, N.Y.; and the Embassy of Panama, Washington, D.C.

Fabricated textile products

239403X — 3433798 — 2599098 — 37922XX — 36122XX — 3585798 — 3585343 — POLAND — Centrozap, a Polish foreign trade organization, wishes to purchase following: one only 3-man tent, five only 8-man knockdown tents, one only portable lavatory/bath unit, one only kitchen/dining portable unit for 30 persons, one only tent to be used as an office by 2 persons. All units must be suitable for arid tropical conditions with max. temperature approx. 50 degrees centigrade & must include complete standard equip. such as cooking facilities for kitchen, basic furniture, etc. Would also like bids to include following additional equip.: generator for same climatic conditions with sufficient output to meet anticipated power consumption of 67 kilowatts, trailer for transport of generator & all other camp equip., equip. required for water & power systems in camp, & technical specifications for air-conditioners to be used in tents (cost of air-conditioning units should be listed separately). Would probably prefer potential suppliers able to present a package offer over those who bid on separate items. Companies seeking U.S. Govt. assistance may contact Alan Lewis, Bureau of East-West Trade, Rm. 4816, Dept. of Commerce, Washington, D.C. 20230; 202-967-3969. Reply to Mr. G. Pittner, Centrozap, Ligonia 7, P.O. Box 825, 40-036 Katowice, Poland. Telex: 0312416 CZAP PL.

Synthetic materials

28124 — AUSTRALIA — Sodium allyl sulphonate, 25% active. Immediate requirement 2,000 gal. Subsequent requirement 12,000 gal./annum. Interested in immediate delivery & long-term orders. Prices, delivery data requested. Reply to—Mr. L. A. Smith, Mng. Dir., Lawrence Smith & Canning Pty Ltd., 27 Leslie St., Lakemba, NSW 2195. Cable Lawrencesmith Sydney, Tel 259.8222.

Drugs

●**28300—TUNISIA**—Supply of drugs and pharmaceuticals covering 304 items. Tender No. 0043, bid deadline May 20. Pharmacie Centrale de Tunisia, 51 Avenue Charles Nicole, El Menzah, Tunis. When received, specifications available in French from the Materials Division, Bureau of Domestic Commerce, Room 2130, U.S. Department of Commerce, Washington, D.C. 20230, Telephone: 202-967-3910.

Agricultural chemicals

●**28700—PERU** — Nitrogenous fertilizers (any type)—50,000 metric tons. The Government of Peru is entertaining bids from possible U.S. suppliers of the above item. Tender number not indicated. No bid deadline reported, but bids requested as soon as possible. This is an additional requirement for nitrogenous fertilizers for this year. Bids, including C & F quotation, per metric ton, to any Peruvian port with delivery date should be forwarded to Ing. August Camio Palacio, General Manager A.I., Empresa De Fertilizantes (Fertiperu), P.O. Box 2147, Junin 455, Lima 1. Fertiperu is the state fertilizer monopoly. Purchase will be financed by the entity itself. Subject group estimates its 1975 requirement at 130,000 metric tons.

Flat glass

●**32111 — BOLIVIA** — Flat glass (ray ban) double 3.2 mm to 4.5 mm, 12,000 ft. Quote c.i.f. Arica or Mollendo. Material needed for hotel being constructed in Santa Cruz. WTD 8/73. Reply to Robin Barragan, Credinform, Casilla 4327, La Paz. Cable Credinform La Paz. Telex 5259. ITT 3560085.

Abrasive, asbestos, nonmetallic mineral products

●**32900 — BOLIVIA** — Supply of 11,020 meters of asbestos-cement pipe and different accessories. Pipe diameters and quantities are as follows: 10-inch, 2,700 meters; 8-inch, 3,170 meters; 6-inch, 1,500 meters; 4-inch, 1,750 meters; and 3-inch, 1,900 meters. Tender number is: Licitacion No. 1/74. Purchasing authority is Corporacion de Agua Potable y Alcantarillado, Calle Juan Jose Perez No. 275, La Paz, Bolivia; Cable address: CORPAGUAS. Bid deadline May 15. Five copies of specifications are expected to be available soon from the Construction & Building Materials Program, Room 2118, U.S. Dept. of Commerce, Washington, D.C. 20230 (telephone: 202-967-3602).

Steel mill products

●**33100 — INDIA** — Ground wires — Bid deadline extended to May 18. Tender documents available at India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008.

●**33100—EL SALVADOR** — 70,500 meters galvanized iron pipe, diameters ranging from ½ to 3 inches; 8,395 galvanized iron pipe fittings for the above pipe. Tender No. 05/74-BID; bid deadline May 20. Departemento de Suministros del Ministerio de Sulud Publica y Asistencia Social, Calle Arce 827, San Salvador, El Salvador. Specifications, in Spanish, available free at above address.

●**33100 — INDIA** — Non-magnetic tinned stainless steel binding wire; various quantities and sizes. Tender No. ES-10/504/30/214; bid deadline May 31. Directorate General, Supplies and Disposals, Parliament St., New Delhi. Tender documents available from India Supply Mission, Washington, D.C. 20008.

●**33100—IRAN**—180 rolling rolls 250/350. Tender No. 18486; bid deadline June 2. National Iranian Steel Corporation, Tehran. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, phone 202-967-2438.

●**33100—IRAN**—260 rolling rolls for heavy section mill. Tender No. 18215; bid deadline May 19. National Iranian Steel Corporation, Tehran. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, phone 202-967-2438.

Engines, turbines

●**35100—BANGLADESH**—Turnkey project. 40 mw gas turbine power station with two but not more than three turbine units. Bid deadline May 31. Chief Engineer, Power Station Construction, Bangladesh Power Development Board, Wapda Building (3rd floor), Dacca. Tender documents available from the above address on payment of $100 (not refundable). Request for tenders must be accompanied by documentary evidence of experience of prospective bidders.

Construction, mining, materials handling machinery, equipment

●**35300—NEW ZEALAND**—Design, supply and erection of eight Goliath Cranes of 40 tons capacity required by: Director of Stores, New Zealand Railways, Private Bag, Wellington. Envelope to be Endorsed: "Goliath Cranes." Copy of specifications available for examination in Room 2810, U.S. Department of Commerce, Washington, D.C. 20230. Copies also available from New Zealand Trade Commissioner in Washington.

●**35300—NIGERIA** — North Eastern State ministry of agriculture interested in receiving specifications and price lists for the following equipment: Inter row cultivators, cotton stalk cutters, mobile grinders, small harvesters for rice and grains, hand operated tractors/motor cultivators (under $3,000), small tractors, cotton pickers, groundnut harvesters. Send information to: Alhaji Mohammadu Mai, Commissioner for Agriculture, North Eastern State, Maiduguri, Nigeria in care of American Consul, Kaduna, Nigeria.

●**35300 — TAIWAN** — One 60-ton self-propelled floating crane. Contact: Central Trust of China, Manager of Procurement Department, 49 Wuchang St., Section 1, Taipei (100), Republic of China. Bid No. GF3-G30443, deadline June 6.

Metalworking machinery

●**35400—INDIA**—Flue tube descaling machine suitable for 44-140 mm. diameter tube. Tender No. 404/11/024/27 2.74, bid deadline June 4. Directorate General, Supplies and Disposals, Parliament St., New Delhi 11001. Tender copies available for $2 per set from India Supply Mission, 2535 Mass. Ave., N.W., Washington, D.C. 20008.

Electric transmission, dist. equipment

●**36100 — NEW ZEALAND** — Supply of two 5/100 MVA, 110/33 KV, 3 phase, OLTC transformer banks. Contract No. 620, bid deadline May 29. Secretary, Tenders Committee, New Zealand Electricity Department, P.O. Box 12144, Wellington North. Copies of specifications available on short-term loan basis to firms domiciled in the U.S. from Transportation & Capital Equipment Division, Room 2806, BDC, U.S. Department of Commerce, Washington, D.C. 20230. Phone: (202) 967-3526.

●**36100—PANAMA**—Design, supply, supervision of erection, test and commission of two 30/40/50 MVA step-down transformers. Tender No. 403-74, bid deadline May 28. Purchasing Department of the Instituto de Recursos Hidraulicos y Electrificacion (IRHE), Poli Bldg. at Justo Arosemena Ave. and 27 East St., Panama City. Specifications, maps etc. may be reviewed at IRHE's offices in Panama; at Chas. T. Main International, Inc. at Prudential Center, Boston, Mass., or at the office of Stone & Webster Overseas Consultants Inc., 90 Broad St., New York, N.Y., 10004. Also at the Embassy of Panama, 2862 McGill Terrace N.W., Washington, D.C. 20008. A complete set of documents may be obtained from IRHE, P.O. Box 5285, Panama upon a non-refundable payment of $50.

●**36100—PHILIPPINES**—Supply of substation equipment, consisting of steel structures, installation and grounding materials, air-blast, bulk-oil or minimum-oil power circuit breakers, double-unit air compressor plant, disconnect switches, static condensers, current and potential transformers, protective and control switchboard, battery and battery chargers, 15 KV power cables etc. for Mindanao Power Project. Bid deadline June 7. National Power Corp., 161 Bonifacio Dr., Port Area, Manila. Plans and specifications from above address upon application and payment of $10.45. A copy is also available for review only, not for loan, in Transportation and Capital Equipment Division, Room 2806, U.S. Department of Commerce, Washington, D.C. 20230. Phone

202-967-3526. Project to be financed by loan from Asian Development Bank (ADB).

Electrical industrial apparatus

●**36200 — THAILAND** — Supply 60 photoelectric, 220 volt control relays, plug type for mounting directly on adapter of street light. Switch rating about 500 watts for incandescent lamp. 700 single pole, mercury sealed contact, 60 amp., 220 volt, magnetic relays for remote control of lamps on multiple street lighting circuit; also 50 sets as above but with mounted receptacle for photo-electric control. Invitation No. MEA-PSD-310, bid deadline May 28. Purchases and Stores Department, Metropolitan Electricity Authority, 121 Chakpetch Street, Bankok 2. A copy of specifications is available for review, not loan, in Transportation and Capital Equipment Division, Room 2806, BDC, U.S. Department of Commerce, Washington, D.C. 20230. Phone (202) 967-3526.

36218 — UNITED KINGDOM — Wind powered generators. Interested in making contact with U.S. mfrs. with view toward direct sales and possibly licensed mfg. WTDR 7/73. Reply to J. Bowthorpe, Chrm. & Mng. Dir., Bowthorpe Holdings Ltd., Crawley, Sussex RH10 2RZ. Cable: Bowthorpe Crawley, Tel: Crawley 28888.

Communications equipment

●**36600 — GERMANY-NATO** — The Bundesamt Fuer Wehrtechnik und Beschaffung Fe 11 4-54 Koblenz, Postfach 7360 has issued tender No. ICB 41-01-03-07(6)74 for supply and installation of a 1 KW RF Transmitter, multiplex equipment, teleprinter, antenna and test equipment to be installed in a shelter. Bid deadline for prequalification May 17. Prequalification applications should be submitted to Bundesamt Fuer Gewerbliche Wirtschaft, 6 Frankfurt (Main) 1, Bockenheimer Landstrasse 38, Postfach 2411. Due date for submission of qualified tenders Aug. 31. Only firms certified by the U.S. Dept. of Commerce are eligible to bid on NATO procurement. U.S. firms interested in certification should contact the Science & Electronics Division, BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, telephone 202-967-2328. Copies of Notice of Intent and prequalification applications are available to firms located in the U.S. from the Science & Electronics Division, BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, telephone 202-967-2939.

●**36600 — IRAQ** — The State Organization for Textile Industries has issued a tender for supply of electronic data processing system. Bid deadline June 1. Copies of tender announcement and specifications available from Secretariat, MOI Computer Committee, c/o State Organization for Textile Industries, Rafidain Bank Bldg., Rashid Street, Baghdad, or on a short-term loan basis to firms located in the U.S. from the Science and Electronics Division, BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, telephone 202-967-2939, when received.

●**36600—ALGERIA** — The State Railway Corporation has issued tender no. 50.24 for the supply of sound equipment. Bid deadline June 21. Bids should offer 10 amplifiers of 100 watts, 50 amplifiers of 75 watts, 60 portable microphones, 3500 outdoor speakers, 280 indoor speakers, cable and accessories. Tender document available on a short-term loan basis to firms located in the U.S. from the Science and Electronics Division, BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, telephone 202-967-2939.

●**36600—ETHIOPIA** — The Imperial Board of Telecommunications of Ethiopia has issued tender No. S/74 for the supply of radio monitoring equipment valued at an estimated $110,000. Bid deadline May 20. Bid should offer receiving unit with 100 KHZ-30 MHZ frequency range, testing equipment, signal generator and coaxial cable. Copy of tender document available on a short-term loan basis to firms located in the U.S. from the Science-Electronics Division, BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, telephone 202-967-2939.

●**36600—ETHIOPIA** — The Imperial Board of Telecommunications of Ethiopia has issued tender No. 6/74 for the supply of an international telephone exchange, common control crossbar type with nominal operating voltage of 48 volts. Bid deadline June 27. Specifications and plans available for $36.60 plus mailing charges from The Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa.

●**36600—INDIA**—The Orissa State Electricity Board has issued tender no. IDA/O.S.E.B./7 for the supply of power line carrier communications equipment. Bid deadline June 24. Tender documents are available from the Superintending Engineer, Headquarters Office, Orissa State Electricity Board, Bhubaneswar- 751 007, Orissa, India, for $13.75 in form of a demand draft drawn on any scheduled Indian bank payable to Assistant Secretary for Accounts.

●**36600—PANAMA**—The Instituto de Recursos Hidraulicos & Electrificacion (IRHE), has issued tender No. 407-74 for the design, manufacture, supply, delivery, transportation and supervision of erection, testing and commissioning of dispatch system equipment and accessories. Bid deadline May 28. Copies of tender announcement and specifications are available from IRHE office in Panama or though the mail from P. O. Box 5285, Panama for $50. Documents may be inspected at the Panamanian Embassy in Washington, D.C., Charles T. Main International, Inc., Prudential Center, Boston, Mass. and at the office of Stone & Webster Overseas Consultants Inc., 90 Broad St., New York, N.Y. 10004.

●**36600—PHILIPPINES** — The National Power Corporation has issued tender for the supply of power line communications equipment. Bid deadline June 19. Bid should offer telephone equipment consisting of an automatic telephone exchange suitable for power telephone network. Tender documents available from General Manager, National Power Corporation, 161 Bonifacio Dr., Port Area, Manila, upon payment of $4.47.

●**36600 — IRELAND** — The Dept. of Posts & Telegraphs, Contracts Section, Marlborough St., Dublin 1, has issued a tender No. C/610/5/8—Spec. No. 11ML/73 for supply, installation & testing of terminal transmission equipment. Bid deadline May 8. Project financed with Central Government funds. Copies of tender announcement and specifications available from above address or on short-term loan basis to firms located in U.S. from the Science & Electronics Div., BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, telephone: 202-967-2939, when received from Dublin.

Railroad equipment

●**37400 — INDIA** — Supply of 700 axle mounted wheelsets. Tender number BEML/Wheel-Sets/02/RB-1/379-74. Bid deadline May 15. Senior Material Manager, Bharat Earth Movers Ltd. Bangalore 560017. Tender documents available from India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008. (202-265-5200).

Engineering, laboratory, scientific research instruments

●**38100 — BOLIVIA** — The Direcion General de Ganadeiria Ministerio de Asuntos Campesinos y Agropecuarios, Avenida Camacho No. 1471, La Paz, has issued a tender (no number) for installation and operation of a laboratory to manufacture veterinarian products. The Grantee Laboratory will have exclusive operation during the year beginning with the initial date of production. Bid deadline May 9. Copies of tender announcement and specifications available on short-term loan basis to firms located in U.S. from Science & Electronics Division, BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, telephone: 202-967-2939, when received from La Paz.

●**38100 — ECUADOR** — The Secretaria del Instituto de Quimico de la Escuela Superior Politecnica del Litoral, Malecon Simon Bolivar 101, Guayaquil, has issued tender No. IDB Loan 309/SF-EC for chemistry laboratory apparatus, equipment and supplies. Bid deadline May 1. Tender to be financed with International Development Bank loan, amount not indicated. No tender specifications available. Tender simply invites interested parties to submit offers together with catalogues and prices, etc.

Instruments for measurement, analysis and control

●**38200 — BOLIVIA** — The Uacimientros Petroliferos Fiscales Bolivianos, Asesoria Legal, Casella 401, La Paz, has issued tender No. 206-74 for petroleum seismic investigation. Bid deadline May 21. Copies of tender announcement and specifications available on short-term loan basis to firms located in U.S. from Science Electronics Division, BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, telephone: 202-967-2939, when received from La Paz.

Optical instruments, lenses

●**38300 — PERU** — Dr. Oscar Miro Quesada Contuarias, Director General, Institutos Nacionales de Salud, P.O. Box 451, Lima 1, has issued a tender for a supply of: one spectrophotometer with photo multiplier; one infra-red spectro photometer and accessories; one gas chromotograph and accessories, etc. Project financed with IDB funds. Bid deadline is as soon as possible. Copies of tender announcement and specifications available from above address.

●**38300 — PERU** — The Institutos Nacionales de Salud, P.O. Box 451, Lima, Peru, attn.: Dr. Oscar Miro Quesada Contuarias, Director General, has issued a tender (no number) for one each fluorescene spectrophotometer, including accessories; polarimeter; electrophoresis system (high voltage); electronic microscope, vacuum ultracontrifuge (ref up to 95,000 G) centrifuge (21,000 R.P.M.) Bid deadline is as soon as possible. Project financed with Intramerican Development Bank funds. Bidders should be able to provide maintenance service; only up-to-date equipment desired. Copies of tender announcement and specifications available from above address.

Photographic equipment, supplies

●**38600—UNITED ARAB EMIRATES**—The Advisor (Mr. Ali Shammo), Ministry of Information and Tourism, P.O. Box 17, Abu Dhabi, United Arab Emirates, has issued a tender for the supply of a complete laboratory for developing, processing, editing and sound mixing of 16 and 35mm. cinema film. Quotations for equipment should include separate lists for black and white only and

black and white/color combination. Bid deadline not indicated. Interested firms should send suggested equipment lists and prices to the above address, and responses should be by airmail or telex with catalogs and brochures forwarded via surface mail. Ministry wishes to install film lab capable of producing documentary and other films. Key factors are quality, delivery and capability to supply complete package.

Wholesalers

50930 — JAPAN — Used men's & boys' blue jean slacks, blue color only, any size & any condition. Buyer wants 1,000 to 2,000 pairs for initial purchase. Price c.i.f. Kobe desired. Founded 1946 as custom tailor & now has two subsidiaries—one with 5 retail outlets of men's wear & other with two restaurants. Employes 120; 630 million yen total annual sales. Cable—Mr. Shigeaki Kasai, Mng. Dir. Tachibanaya Inc., 2-14 Maizuru 2-Chome, Chuo-Ku, Fukuoka 810. Tel.: (092) 741-9443.

50930 — SIERRA LEONE — Used clothing estimated at $50,000 needed for resale and distribution. Quote prices per bale for about 1000 bales, order to be placed as soon as responses and quotations are received. Mr. Atef A. Naneh, 12 Little East St., P.O. Box 5037, Freetown.

50930 — KOREA — Scrap waste materials. IBM punch card scrap and key punch or similar goods. Requires 200 M/T monthly. Wishes to import above items on continuing basis for own use and resale. Also interested in importing brass scrap from U.S. Interested U.S. firms contact Mr. Kang informing quotations, delivery terms, etc. Reply to — Mr. Kang Eui-Hwan, President, Sehan Trading Co., Ltd., CPO Box 3072, Seoul 100. Cable: Sehantrade, Seoul. Phone 73-1098.

Antique, secondhand stores

59310 — SWEDEN — Outboard motors—second hand. Ingemar Kalinn, Man. Dir., Ibis AB, International Business, Information & Service, Grevmagnigatan 6B, S- 114 55 Stockholm. Cable: Interbis; telephone: 08/60 10 00 or 60 16 00.

ECUADOR—Banco Nacional de Fomento (agency of the Ecuadorean Government) is **seeking a management consulting firm** to improve its organizational structure and establish systems and procedures for credit, collections portfolio, forfeitures accounting and audit, financial projections and information systems. The Bank also desires automation of accounting, financial and statistical systems, and training of personnel. Estimated value is U.S.$400,000. Inter-American Development Bank Financing. Tender notice not yet published, but expected soon. Contact Dr. Carlos Comacho, General Manager, Banco Nacional de Fomento, Casilla 685, Quito.

Power Equipment Bids Invited By Yugoslavia

Zajednica Jugoslovenski Elektroprivrede (Jugel) has announced important international bidding to supply relays and meters for its power transmission project, which is being financed by the International Bank for Reconstruction and Development (Loan No. 836-YU). Equipment is to be supplied in following quantities:

- 39 each—Complete protection for transmission line 380 KV network.
- 38 each—Complete protection for transmission line 220 KV network.
- 60 each—Complete protection for transmission line 110 KV network.
- 5 each—Bus-bars for 380 KV network.
- 3 each—Bus-bars for 220 KV network.
- 5 each—Bus-bars for 110 KV network.
- 12 each—Protection 400 MVA.
- 11 each—Protection 300 MVA.
- 2 each—Protection-regulation of transformers 300 MVA.
- 28 each—Counters, 3 phase, impulse, double tariff watt meters; accuracy class 0.2.
- 96 each—Counters, 3 phase, impulse, double tariff watt meters; accuracy class 0.5.
- 123 each—Counters, var-hour meters, accuracy class equal 3.0 or less.
- 66 each—Counters, 3-phase recording watt meters.
- 38 each—Counters, 3 phase var-meters.
- 20 each—Summation watt-hour meters.
- 28 each—Time-switches.

Manufacturers and suppliers interested in furnishing above material may obtain tender documents on payment of $150 per set from Zajednica Jugoslovenski Elektroprivrede, Coordinating Committee, Balkanske 13-15, 1100 Belgrade, Jugoslavia.

Payment should be made to account No. 60811-620-58-3096-10-2-1372, Yugoslav Foreign Trade Bank, Belgrade, Attention: "Power Transmission Project Tender 10-A". Payment will not be refunded. Tenders will be received at above address.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Software services

73720 — AUSTRIA — Software packages. Inquirer seeks to acquire on exclu. basis software packages of all types. Firm provides software services & computer systems engineering to users of EDP equipment in Austria, Common Market countries, S. America, E. Europe, & Middle East. Documented offers with price quotations requested. Should reach inquirer by end of May. Open account payment terms preferred. Correspondence in English, German, French or Dutch. Firm cooperates with IBM Holland & Austria; Univac Austria; Singer Holland & Austria; Honeywell-Bull Austria; Burroughs Holland & Austria. Firm is Austrian subsidiary of Dutch Co. which est. Vienna in 1974. Employs 50. Reply to—A. W. M. Von Bertleff, Dir. Electronic Data Processing & Research Ges. M.B.H., Esseplatz 3/19, A-1030 Vienna. Tel. 753426.

Future Construction Abroad

TURKEY—A group of businessmen in Germany who represent a large number of Turkish "guest workers" is seeking American engineering/construction firms capable of doing **turnkey design, construction, and equipping of small to medium-sized factories** in Turkey. The various worker groups are interested in establishing productive facilities in Turkey and are prepared to finance them. Write: Gunes Baris, 5 Cologne, Postfach 270169, W. Germany.

COLOMBIA—The Government of Colombia obtained a $6 million loan from the Inter-American Development Bank for **enlargement and construction of agricultural central markets** in Bogota, Medellin, and Cali. Total cost of the project amounts to $12 million, including the following construction: Bogota—enlargement of central market already in operation by constructing warehouses with a total area of 16,700 sq. meters. Medellin—construction of 13 additional warehouses with a total area of 31,000 sq. meters. Cali — construction of nine warehouses with a total area of 33,000 sq. meters at central market located about 6 miles from downtown. Contact: Dr. Jorge Restrepo, Director Planning Department of Ministry of Agriculture, Carrera 10 No. 20-30, Bogota.

KOREA—In October 1973 the Asia Development Bank (ADB) and the Republic of Korea Government reached an agreement for provision of technical assistance to help Korea examine and assess the technical and economic **feasibility of the proposed Namgang and Imjin area development projects.** The proposed Namgang project in southern Korea will cover a wide range from infrastructure development (flood protection, irrigation, road networks, reclamation of arable land, etc.) to agricultural development (rearrangement of paddy land, upland crops, pasture livestock, reforestation, fishpounds and farm mechanization). Total cost: estimated at $67 million. The proposed projects in the Imjin area, northwest of Seoul, will involve construction of nine pumping stations over an area of 9,800 hectares and reclamation of 600 hectares of upland at a tentative cost of $23.5 million. Sanyu Consultant Ltd. of Japan has been engaged to conduct the above study and is expected to complete it by the end of 1974. Should the projects be accepted by ADB or IBRD financing, there will be an opportunity for U.S. consulting engineers to participate as project design or supervisory consultants. The Farmland Bureau, Ministry of Agriculture & Fisheries, Seoul, 110, will be the executing agency for the subject technical assistance. Contact: Sung Yong Wei, Chief, First Loan Div., Economic Planning Board, Seoul, 110.

SPAIN—A **new airport** in Spain is in the early planning stages possibly to be constructed in Usurbil, near San Sebastian in Northern Spain. Cost will be approximately $28.8 million in two stages, $20.4 million in a first phase to go to 1980 with final completion in 1984. This project is not yet officially planned by the Central Government. Interested firms should communicate directly with D. Ramon Vizcaino, Presidente de la Camara Oficial de Comercio, Industria y Navegacion de Guipuzcoa, calle Camino 1, San Sebastian.

KOREA—With Republic of Korea Government approval Hotel Lotte Co., Ltd., is promoting a $48 million **tourist hotel** to be built on the site of Bando Hotel. Lotte plans to demolish Bando Hotel in April 1974 so that construction may be started in August 1974 for completion by early 1977. The project will require top-quality ceramic sanitary ware and fittings, also U.S. manufactured electrical and mechanical equipment and supplies, such as switches, chandeliers, elevators, heating and cooling equipment, ventilating and interphones. Interested U.S. firms should forward their catalogs and brochures as follows: Ceramics Ware to: Jae Chul Kim, Architect, Kim & Associates, 253, 5-ka, Samsun-dong, Sung-

book-ku, Seoul, 132. Tel: 92-1482. Other supplies to: Dong Hwan Kim, President, Hotel Lotte Co., Ltd., 135-1, 2-ka, Namdaemun-ro, Chung-ku, Seoul, 100, CPO Box 3500, Attn: Ki-Hwa Nam, Admin. Dept. Tel: 23-0411/4.

ECUADOR—The Portland Cement Mill operated by EMPRESA "Industrias Guapan S.A.," P.O. Box 710, Azogues, plans to **enlarge existing cement mill facilities** and will invest $6 million in purchasing new machinery and equipment. Once Government approval is given, EMPRESA will call for bids.

HONG KONG—Mitchell, McFarlane & Partners (Hong Kong), 1228/9 Union House, Hong Kong, has been retained by the Hong Kong Government to examine, appraise and advise on use of modern building techniques in Hong Kong's multimillion dollar **public housing program.** Firm would welcome proposals from major building contractors, sponsors of mechanized building methods or industrialized systems and suppliers of relevant building equipment interested in participating in the program. Potential is for sales of equipment and know-how major proportions over 10-year life of present program and into the indefinite future.

TURKEY—The proposed Turkey **civil air master plan project** will study all aspects of Turkey's civil aviation requirements for the next 15 to 20 years. It is estimated that the cost of the study will be about U.S. $400,000. Financing has not yet been arranged. U.S. consulting firms may show an interest in this project by sending qualifying data to: Gunduz S. Gungen, Director General of Air Transportation, Ministry of Communications, Istasyon-Ankara, Turkey.

ARGENTINA — The following additional equipment tenders will be let over the next year related to the **Salto Grande hydroelectric project:** Transformers—estimated value U.S.$7.5 million; financing via suppliers credit; call for bids due in one to three months. Command and control equipment: estimated value U.S.$7.2 million; supplier credit; call for bids due in one to three months. Navigation works: financing for this phase will perhaps be from one of the international lending agencies; cost estimate not available; call for bids due in approximately one year. Transmission equipment: financing for this phase not yet obtained; cost estimate not available; call for bids due in one to three months. Interested parties should contact Ing. Ludovico Ivanissevich Machado, Delegate, Comision Tecnica-Mixta de Salto Grande, Cerrito 264, 4th fl., Buenos Aires.

JAMAICA—Waterloo Trusts Ltd. will soon begin construction of **15 two-story town houses** consisting of two bedrooms, two bathrooms, living/dining room, kitchen, maid's toilet and laundry area, the two bedrooms to be air-conditioned and fitted with wall-to-wall carpet. Completion is expected within 12 months. U.S. suppliers of room air-conditioning units, lighting fixtures, baths, wash basins, toilet bowls, plumbing fixtures, kitchen sinks and pipe fittings should contact the developers, Waterloo Trusts Ltd., 17a Waterloo Rd., Kingston 10. Tel: 936-7505. Contact: William Lord. Architects: Clifton Yap & Associates, 15 Caledonia Ave., Kingston 5. Tel: 936-6786. Contractors: Wiled Construction Ltd., 16½ West King's House Rd., Kingston 10.

JAMAICA—Master Homes Ltd. will build **13 two-story town houses** at 99 Hope Rd., Kingston 6, St. Andrew, a residential-commercial area. The two-bedroom units will consist of living room, dining room, two bathrooms, open patios (upstairs and downstairs), powder room, kitchen, maid's toilet and laundry area. The master bedroom will be air-conditioned. Construction commenced in March and should be completed within ten months. Also, construction of **15 two-story town houses** at 28 Hope Rd., Kingston 10, consisting of three bedrooms, separate living and dining room, two bathrooms, open patios (upstairs and downstairs), powder room, kitchen maid's toilet and laundry area. The master bedrooms will be air-conditioned. Construction commenced the end of March and should be completed within ten months. Developers: Master Homes Ltd., 14a Old Hope Rd., Kingston 10. Tel: 926-7066. Contractors: Turnkey Construction Co. Ltd., 14a Old Hope Rd., Kingston 10. Tel: 926-7066. Contact: Barbara Berry. Architects: A. G. Lowe & Associates, 111½ Old Hope Rd., Kingston 6. Tel: 937-7953; 927-8141.

HONDURAS—Government of Honduras has called for prequalification to bid for the second major portion, Talanga-Juticalpa 120 km., of the **Tegucigalpa to Juticalpa Road.** The detailed engineering studies have been completed by a consortium of Howard Humphreys, Keeble and Partners (U.K.) and Leon Y Asociados (Honduran). Financing of project from National Funds and IBRD Loan 896-HO. Invitations to prequalify and bid are expected during 1975 with construction commencing around July 1976. Contact: Direccion General De Caminos, Ministerio de Comunicaciones, Obras Publicas Y Transporte, Barrio La Bolsa, Comayaguela, D.C. Attn: Ing. Jose Ramiro Zuniga, Director General.

SYRIA—The Syrian Government has called for a prequalification of tenders for a **new water supply works** to provide potable water to the City of Damascus. The project is to be partly financed by the International Development Association and includes the following: cut-off wall, about 6,000 sq. meters in area, forming an underground dam; 15 kils. long tunnel, completely lined, excavation diameter about 5.4 sq. meters; an underground reservoir of 30,000 cubic meters capacity. Applicants for prequalifications of tenders should ask for "Tenders Documents for Prequalifications" before May 14 from the Public Establishment of Figeh Waters, Nasr St., Damascus, Syria.

JAMAICA—Regent Housing Ltd. is building **34 individual houses and 11 two-story town houses** in the Red Hills area about seven miles from downtown Kingston. The houses will consist of three bedrooms, two bathrooms, maid's room and bathroom. The town houses will consist of three bedrooms, two bathrooms and maid's bathroom. Construction is expected to be completed by the end of 1974. The contractors are interested in quotations for saintary and bathroom fixtures. U.S. suppliers should contact them as early as possible. Contractors: National Engineering & Construction Ltd., 23 Haining Rd., Kingston 5. Tel: 926-4837. Developers: Regent Housing Ltd., 23 Haining Rd., Kingston 5. Tel: 926-4837. Architects: Neil Richards & Associates, 10 Oxford Terrace, Kingston 5.

NIGERIA—Ibadan's Central Market, Dugbe, will be rebuilt at a cost of $6.75 million. Plans call for construction of 3,000 trading stalls, and three- or four-story office buildings to be built along two of the streets bordering the market. There may be opportunities for U.S. firms to supply building materials, specifically cement, iron rods, and asbestos ceiling tiles. The Ibadan City Council would prefer to contract with one firm of combination export managers who would meet all requirements for building materials. Inquiries should be directed to Dr. L. O. Asseez, Chairman, Management Committee, Ibadan City Council, Ibadan.

Malta Intends To List Suppliers

The Malta Government plans to set up a Panel of Approved Supplies Contractors which will include comprehensive lists of contractors for supplies. The main object is to enable the government to have at its disposal adequate and reliable sources of supply of stores, equipment and materials from overseas, particularly from those countries which have established diplomatic and trade relations with Malta. All firms wishing to be included in the Panel should send a request in writing to: Accountant General & Director of Contracts, The Treasury, Floriana, Malta. A list of items normally purchased by the Malta Government is available from the U.S. Department of Commerce, Trade Opportunities Program, Rm 1322, Washington, D.C. 20230.

Czechoslovak Auto Industry Seeks Equipment For Expansion

The Czechoslovak organization Ceske Zavody Motocyklove (CZM) will be manufacturing engine parts for the planned production of Skoda automobiles, the American Embassy reports.

Equipment requirements are: equipment for the production of aluminum casts and cylinders by low pressure die casting and permanent mold casting; gray iron casting equipment using shell molds for modular crankshafts and rocker arms; crankshaft and valve grinding machines; automatic assembling and testing equipment for cylinder heads; equipment and technology for suction and exhaust valves; and quality control equipment.

The decision on purchases is likely to be made in the second and third quarters of 1974, as the equipment will be imported in 1975. Firms interested in supplying equipment for this project should send product literature and pro forma f.o.b. price quotations to Ing. Stanislav Janura, Technical Deputy Director, Ceske Zavody Motocyklove, N.P., Strakonice, Czechoslovakia.

Since CZM is not empowered to purchase this equipment directly, copies of correspondence to that organization should also be sent to the following foreign trade organizations:

Metalworking Machinery—Ing. Vaclav Jilek, Strojimport, 184 Vinohradska, Prague 3. Foundry and Casting Equipment—Commercial Director, Import Department, Skodaexport, 56, Vaclavske Namesti, Prague 1.

For additional information and more detailed equipment specifications phone Bert Planagan, Bureau of East-West Trade, on 202-967-2885.

Nigeria Plans Housing Conference

An International Conference on Housing is to be hosted by the Association of Housing Corporations of Nigeria (AHCN) in Ibadan Dec. 10-13. Its theme is "Housing the Citizens of the Developing Countries." A first such meeting was held in 1966, attracting interest from many African countries and the United States.

Preliminary registration forms are expected soon at the Africa Division, Bureau of International Commerce, Room 5627, U.S. Department of Commerce, Washington, D.C. 20230.

☆ U.S. Government Printing Office: 1974—542-691/21

Commerce Department Directory

Commerce Building, 14th Street and Constitution Avenue, Washington, D.C., 20230

Phone (202) 783-9200

FREDERICK B. DENT, Secretary of Commerce

JOHN K. TABOR, Under Secretary of Commerce

SECRETARIAL OFFICERS

WILLIAM W. BLUNT, Jr., Asst. Secretary for Economic Development

HENRY B. TURNER, Asst. Secretary for Administration

SIDNEY L. JONES, Asst. Secretary for Economic Affairs

BETSY ANCKER-JOHNSON, Asst. Secretary for Science and Technology

ROBERT J. BLACKWELL, Asst. Secretary for Maritime Affairs (Maritime Administration)

C. LANGHORNE WASHBURN, Asst. Secretary for Tourism (United States Travel Service)

KARL E. BAKKE, General Counsel

TILTON H. DOBBIN, Asst. Secretary for Domestic and International Business (Domestic and International Business Administration)

HEADS OF OPERATING UNITS

ROBERT M. WHITE, National Oceanic and Atmospheric Administration

ROBERT H. ENSLOW, Office of Foreign Direct Investments

C. MARSHALL DANN Patent Office

RICHARD W. ROBERTS National Bureau of Standards

VINCENT P. BARABBA, Bureau of the Census

GEORGE JASZI, Bureau of Economic Analysis

EDWARD D. FAILOR, Social and Economic Statistics Administration

JOHN M. RICHARDSON, Acting, Office of Telecommunications

WILLIAM T. KNOX, National Technical Information Service

ALEX M. ARMENDARIS, Office of Minority Business Enterprise

Domestic and International Business Administration

SETH BODNER, Bureau of Resources and Trade Assistance

LEWIS W. BOWDEN, Acting Bureau of East-West Trade

MARINUS van GESSEL, Bureau of International Commerce

PAUL T. O'DAY, Acting, Bureau of Domestic Commerce

JOEL B. NEW, Office of Field Operations

DISTRICT OFFICES

ALBUQUERQUE, N.M., 87101, Room 316, U.S. Courthouse (505) 766-2386.

ANCHORAGE, 99501, 632 Sixth Ave., Hill Bldg., Suite 412 (907) 265-4597.

* **ATLANTA**, 30309, Suite 523, 1401 Peachtree St., NE. (404) 526-6000.

BALTIMORE, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. (205) 325-3327.

BOSTON, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

BUFFALO, N.Y., 14202, Room 910, Federal Bldg., 111 W. Huron St. (716) 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. (803) 577-4171, Ext. 361.

CHARLESTON, W.VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181, Ext. 375.

CHEYENNE, WYO., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave. (307) 778-2151.

* **CHICAGO**, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

CINCINNATI, 45202, 8028 Federal Office Bldg., 550 Main St. (513) 684-2944.

CLEVELAND, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

* **DALLAS**, 75202, Room 3E7, 1100 Commerce St. (214) 749-1514.

DENVER, 80202, Room 161, New Custom House, 19th and Stout Sts. (303) 837-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. (515) 284-4222.

DETROIT, 48226, 445 Federal Bldg. (313) 226-3650.

GREENSBORO, N.C., 27402, 203 Federal Bldg., W. Market St., P.O. Box 1950. (919) 275-9111, Ext. 345.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

HONOLULU, 96813, 286 Alexander Young Bldg., 1015 Bishop St. (808) 546-8694.

HOUSTON, 77002, 201 Fannin, 1017 Federal Office Bldg. (713) 226-4231.

JACKSONVILLE, 32207, Suite 129, 4080 Woodcock Drive. (904) 791-2796.

KANSAS CITY, MO., 64106, Room 1840, 601 E. 12th St. (816) 374-3142.

LOS ANGELES, 90024, 11201 Federal Bldg., 11000 Wilshire Blvd. (213) 824-7591.

MEMPHIS, 38103, Room 710, 147 Jefferson Ave. (901) 534-3213.

MIAMI, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

MILWAUKEE, 53203, Straus Bldg., 238 W. Wisconsin Ave. (414) 224-3473.

MINNEAPOLIS, 55401, 306 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

NEW ORLEANS, 70130, Room 432, International Trade Mart, 2 Canal St. (504) 527-6546.

* **NEW YORK**, 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

NEWARK, N.J., 07102, Gateway Bldg. (4th floor) (201) 645-6214.

* **PHILADELPHIA**, 19106, 10112 Federal Bldg., 600 Arch St. (215) 597-2850.

PHOENIX, ARIZ., 85004, 508 Greater Arizona Savings Bldg., 112 N. Central Ave. (602) 261-3285.

PITTSBURGH, 15222, 431 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

PORTLAND, ORE., 97205, 921 S.W. Washington St., Suite 501, Pittock Block. (503) 221-3001.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. (702) 784-5203.

RICHMOND, VA., 23240, 8010 Federal Bldg., 400 N. 8th St. (804) 782-2246.

ST. LOUIS, 63103, 2511 Federal Bldg., 1520 Market St. (314) 622-4243.

SALT LAKE CITY, 84111, 1201 Federal Bldg., 125 S. State St. (801) 524-5116.

* **SAN FRANCISCO**, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. (415) 556-5860.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. (809) 723-4640.

SAVANNAH, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. (912) 232-4321, Ext. 204.

SEATTLE, 98109, 706 Lake Union Bldg., 1700 Westlake Ave. North (206) 442-5615.

* **Regional Offices**

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE
First-Class Mail

U.S.MAIL

CRTD UNIV300U R 1
UNIV MICROFILMS
SERIALS SECTION
300 NO ZEEB RD
ANN ARBOR MI 48106

HAVING TROUBLE GETTING INFORMATION ON A FOREIGN FIRM?

Then World Traders Data Reports (WTDRs) can help solve your problem.

WTDRs can give you quickly and accurately many of the important details you need to know about a potential foreign client or representative_____

- Commercial Profile
- Products Handled
- Territory Covered
- Trade and Financial References
- _____and other important data including an evaluation by the Foreign Service.

WTDRs are available for $15 each. For further details write to the Export Information Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or contact the nearest U.S. Department of Commerce District Office. (See listing inside back cover.)